



# **Annual Securities Report**

*“Yukashoken Hokokusho”*

(Excerpt)

For the fiscal years ended March 31, 2018 and 2017

**FIDEA Holdings Co. Ltd.**  
**and Subsidiaries**

# Message from the President and CEO

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Dear Shareholders and Investors,

I would like to express my deepest gratitude for your continued support for the FIDEA Group, including the Shonai Bank, Ltd., and the Hokuto Bank, Ltd.

In fiscal 2017 the FIDEA Group launched its third Medium-term Management Plan, “Consulting and Innovation.”

The environment surrounding regional financial institutions is growing more and more difficult because of the declining birthrate and associated declining and aging population, the prolonged negative interest rate environment, and changes in competitive environment due to the entry of other industries into the field. Under these circumstances, we will be committed more closely than ever to our customers and aim at a transformation to a business model in which we identify both the apparent and potential needs of customers through dialogue with them and exercise consulting capabilities in a timely manner, thereby supporting the growth of regional economies.

Specifically, in order to satisfy needs related to business succession and M&A, which have been increasing among our local firms, we will formulate a support team comprising personnel with professional expertise and skills across our two banks and proactively offer consultation. Moreover, in expanded cooperation with other local banks and business partners, we will provide business information in a broader range of areas and endeavor to enhance our lineup of solutions to various issues of our clients, including marriage-arrangement support and staffing services.

As a leader in regional economies, we will also continue to proactively support regional revitalization projects. In fiscal 2017, we were actively engaged in initiatives to help overcome structural problems in areas with a declining population and support the sustainable development of regional areas, such as: inviting the Thai national badminton team to Misato Town, Akita Prefecture as the site for their training camp for the Tokyo Olympics; supporting asset securitization in line with the large-scale redevelopment of retail facilities, which are the core customer attraction in the center of Tsuruoka City, Yamagata Prefecture; accumulating achievements in supporting agribusinesses using the Shonai Bank’s agribusiness support fund; and supporting incomers and their start-up businesses in cooperation with local governments.

In April 2018, we restructured the headquarter functions of the holding company and the two banks. To enable both the Shonai Bank and the Hokuto Bank to fulfill their responsibilities in the revitalization of their respective business areas and devote efforts in solving issues of their customers, we have integrated planning-related functions, including those of the holding company, and are now forwarding the integration of administration centers and other back-office operations. The holding company and the two banks are making a united effort to exert further synergies, and working on the enhancement of consulting business systems in a speedy manner.

Under the slogan “Reaching out to the community and stepping into the next generation - Trust FIDEA,” FIDEA Group will strive to become the best advisor for our customers, as a readily accessible provider of information and expertise in solving our customers’ needs and issues.

I appreciate your continued support and guidance.

July 2018  
Yuichi Tao  
President and CEO  
FIDEA Holdings Co. Ltd.

## FIDEA Holdings Co. Ltd. and Subsidiaries

### Consolidated Balance Sheets March 31, 2018 and 2017

|  | Millions of yen    |                    | Thousands of<br>U.S. dollars<br>(Note 1) |
|--|--------------------|--------------------|--|
|  | 2018               | 2017               | 2018                                     |
| Assets:  |                    |                    |  |
| Cash and due from banks (Notes 10, 19 and 23)                      | ¥ 156,177          | ¥ 77,180           | \$ 1,469,624                             |
| Monetary claims bought (Note 23)                                   | 4,121              | 3,841              | 38,778                                   |
| Trading account securities (Notes 4 and 23)                        | 303                | 704                | 2,851                                    |
| Money held in trust (Notes 5 and 23)                               | 14,002             | 9,606              | 131,758                                  |
| Securities (Notes 4, 5, 10, 13 and 23)                             | 744,685            | 937,382            | 7,007,480                                |
| Loans and bills discounted (Notes 6, 22 and 23)                    | 1,738,367          | 1,759,326          | 16,358,022                               |
| Foreign exchange assets (Note 23)                                  | 2,145              | 2,055              | 20,184                                   |
| Tangible fixed assets (Note 7):                                    |                    |                    |  |
| Buildings  | 15,753             | 11,122             | 148,235                                  |
| Land   | 10,741             | 11,059             | 101,072                                  |
| Lease assets   | 187                | 224                | 1,759                                    |
| Construction in progress   | 41                 | 3,839              | 385                                      |
| Other tangible fixed assets  | 2,385              | 2,590              | 22,442                                   |
| Intangible fixed assets:   |                    |                    |  |
| Software   | 1,856              | 2,598              | 17,464                                   |
| Other intangible fixed assets                                      | 136                | 137                | 1,279                                    |
| Defined benefit asset (Note 12)                                    | 348                | 618                | 3,274                                    |
| Deferred tax assets (Note 20)                                      | 1,720              | 1,734              | 16,185                                   |
| Customers' liabilities for acceptances and<br>guarantees (Note 22) | 22,015             | 21,801             | 207,161                                  |
| Other assets (Note 10)   | 61,391             | 17,344             | 577,688                                  |
| Allowance for loan losses (Notes 6 and 23)                         | (14,410)           | (16,315)           | (135,598)                                |
| <b>Total assets</b>  | <b>¥ 2,761,970</b> | <b>¥ 2,846,854</b> | <b>\$ 25,990,119</b>                     |

(Continued)

## FIDEA Holdings Co. Ltd. and Subsidiaries

### Consolidated Balance Sheets March 31, 2018 and 2017

|   | Millions of yen    |                    | Thousands of<br>U.S. dollars<br>(Note 1) |
|---|--------------------|--------------------|--|
|   | 2018               | 2017               | 2018                                     |
| Liabilities:  |                    |                    |  |
| Deposits (Note 23)  | ¥ 2,429,106        | ¥ 2,392,320        | \$ 22,857,871                            |
| Negotiable certificates of deposit (Note 23)                        | 99,843             | 141,595            | 939,521                                  |
| Payables under securities lending transactions<br>(Notes 10 and 23) | 60,778             | 129,789            | 571,920                                  |
| Borrowed money (Notes 9, 10 and 23)                                 | 15,100             | 16,400             | 142,090                                  |
| Foreign exchange liabilities (Note 23)                              | 52                 | 36                 | 489                                      |
| Bonds payable (Notes 11 and 23)                                     | -                  | 5,000              | -  |
| Defined benefit liability (Note 12)                                 | 2,266              | 2,690              | 21,323                                   |
| Provision for reimbursement of deposits                             | 762                | 647                | 7,170                                    |
| Provision for contingent loss                                       | 419                | 344                | 3,942                                    |
| Other provisions  | 17                 | 31                 | 159                                      |
| Deferred tax liabilities (Notes 5 and 20)                           | 3,888              | 3,325              | 36,586                                   |
| Deferred tax liabilities for land revaluation (Note 8)              | 502                | 536                | 4,723                                    |
| Acceptances and guarantees  | 22,015             | 21,801             | 207,161                                  |
| Other liabilities (Note 9)  | 11,460             | 20,397             | 107,838                                  |
| <b>Total liabilities</b>  | <b>2,646,213</b>   | <b>2,734,916</b>   | <b>24,900,846</b>                        |
| Net assets (Note 14):   |                    |                    |  |
| Common stock  | 18,000             | 18,000             | 169,379                                  |
| Capital surplus   | 29,261             | 29,272             | 275,345                                  |
| Retained earnings   | 48,634             | 45,519             | 457,645                                  |
| Treasury stock  | (5)                | (9)                | (47)                                     |
| <b>Total shareholders' equity</b>                                   | <b>95,890</b>      | <b>92,781</b>      | <b>902,324</b>                           |
| Accumulated other comprehensive income:                             |                    |                    |  |
| Unrealized gain (loss) on available-for-sale securities<br>(Note 5) | 19,168             | 18,808             | 180,370                                  |
| Revaluation reserve for land (Note 8)                               | 1,090              | 1,127              | 10,256                                   |
| Remeasurements of defined benefit plans                             | (644)              | (945)              | (6,060)                                  |
| <b>Total accumulated other comprehensive income</b>                 | <b>19,614</b>      | <b>18,990</b>      | <b>184,567</b>                           |
| Non-controlling interests   | 250                | 165                | 2,352                                    |
| <b>Total net assets</b>   | <b>115,756</b>     | <b>111,937</b>     | <b>1,089,263</b>                         |
| <b>Total liabilities and net assets</b>                             | <b>¥ 2,761,970</b> | <b>¥ 2,846,854</b> | <b>\$ 25,990,119</b>                     |

See notes to consolidated financial statements.

(Concluded)

## FIDEA Holdings Co. Ltd. and Subsidiaries

### Consolidated Statements of Income Years Ended March 31, 2018 and 2017

|  | Millions of yen |                | Thousands of<br>U.S. dollars<br>(Note 1) |
|--|-----------------|----------------|--|
|  | 2018            | 2017           | 2018                                     |
| Income:  |                 |                |  |
| Interest income:   |                 |                |  |
| Interest on loans and discounts                            | ¥ 21,996        | ¥ 22,903       | \$ 206,982                               |
| Interest and dividends on securities                       | 12,785          | 11,625         | 120,306                                  |
| Other  | 36              | 29             | 338                                      |
| Fees and commissions                                       | 8,555           | 8,720          | 80,502                                   |
| Other operating income                                     | 3,830           | 6,151          | 36,040                                   |
| Other income   | 3,970           | 2,758          | 37,357                                   |
| Total income   | <u>51,175</u>   | <u>52,188</u>  | <u>481,556</u>                           |
| Expenses:  |                 |                |  |
| Interest expenses:   |                 |                |  |
| Interest on deposits                                       | 1,518           | 2,126          | 14,284                                   |
| Interest on payables under securities lending transactions | 602             | 803            | 5,664                                    |
| Interest on borrowings and rediscounts                     | 73              | 76             | 686                                      |
| Interest on bonds payable                                  | 44              | 134            | 414                                      |
| Other  | 5               | 6              | 47                                       |
| Fees and commissions                                       | 3,634           | 3,529          | 34,195                                   |
| Other operating expenses                                   | 6,258           | 5,574          | 58,887                                   |
| General and administrative expenses (Note 15)              | 29,854          | 29,735         | 280,925                                  |
| Provision of allowance for loan losses                     | 763             | 2,752          | 7,179                                    |
| Other expenses (Notes 16 and 17)                           | 2,158           | 1,564          | 20,306                                   |
| Total expenses   | <u>44,913</u>   | <u>46,306</u>  | <u>422,631</u>                           |
| Income before income taxes                                 | <u>6,261</u>    | <u>5,881</u>   | <u>58,915</u>                            |
| Income taxes (Note 20):                                    |                 |                |  |
| Current  | 1,710           | 1,330          | 16,091                                   |
| Deferred   | 236             | (103)          | 2,220                                    |
| Total income taxes   | <u>1,947</u>    | <u>1,226</u>   | <u>18,321</u>                            |
| Net income   | 4,314           | 4,654          | 40,594                                   |
| Net income attributable to non-controlling interests       | <u>32</u>       | <u>27</u>      | <u>301</u>                               |
| Net income attributable to owners of parent                | <u>¥ 4,281</u>  | <u>¥ 4,627</u> | <u>\$ 40,284</u>                         |
|  |                 | Yen            | U.S. dollars                             |
| Per share of common stock (Note 25):                       |                 |                |  |
| Basic net income   | ¥ 22.98         | ¥ 25.18        | \$ 0.2162                                |
| Diluted net income   | 18.38           | 20.63          | 0.1729                                   |
| Cash dividends applicable to the year                      | 6.00            | 6.00           | 0.0564                                   |

See notes to consolidated financial statements.

## FIDEA Holdings Co. Ltd. and Subsidiaries

### Consolidated Statements of Comprehensive Income Years Ended March 31, 2018 and 2017

|   | Millions of yen |                  | Thousands of<br>U.S. dollars<br>(Note 1) |
|---|-----------------|------------------|--|
|   | 2018            | 2017             | 2018                                     |
| Net income  | ¥ 4,314         | ¥ 4,654          | \$ 40,594                                |
| Other comprehensive income (Note 18):                   |                 |                  |  |
| Unrealized gain (loss) on available-for-sale securities | 388             | (11,256)         | 3,651                                    |
| Remeasurements of defined benefit plans                 | 301             | 94               | 2,832                                    |
| Total other comprehensive income (loss)                 | <u>689</u>      | <u>(11,162)</u>  | <u>6,483</u>                             |
| Comprehensive income (loss)                             | <u>¥ 5,004</u>  | <u>¥ (6,507)</u> | <u>\$ 47,087</u>                         |
| Total comprehensive income (loss) attributable to:      |                 |                  |  |
| Owners of parent  | ¥ 4,949         | ¥ (6,533)        | \$ 46,570                                |
| Non-controlling interests                               | 54              | 25               | 508                                      |

See notes to consolidated financial statements.

**FIDEA Holdings Co. Ltd. and Subsidiaries**
**Consolidated Statements of Changes in Net Assets  
Years Ended March 31, 2018 and 2017**

|  | Millions of yen      |                 |                   |                |                            |   |                              |   |  |                           |                  |
|--|----------------------|-----------------|-------------------|----------------|----------------------------|---|------------------------------|---|--|---------------------------|------------------|
|  | Shareholders' equity |                 |                   |                |                            | Accumulated other comprehensive income                  |                              |   |  |                           |                  |
|  | Common stock         | Capital surplus | Retained earnings | Treasury stock | Total shareholders' equity | Unrealized gain (loss) on available-for-sale securities | Revaluation reserve for land | Remeasurements of defined benefit plans | Total accumulated other comprehensive income | Non-controlling interests | Total net assets |
| Balance as of April 1, 2016                          | ¥ 18,000             | ¥ 27,757        | ¥ 42,652          | ¥ (4)          | ¥ 88,405                   | ¥ 30,064  | ¥ 1,134                      | ¥ (1,040)                               | ¥ 30,158                                     | ¥ 1,471                   | ¥ 120,035        |
| Cash dividends                                       |                      |                 | (1,768)           |                | (1,768)                    |   |                              |   |  |                           | (1,768)          |
| Net income attributable to owners of parent          |                      |                 | 4,627             |                | 4,627                      |   |                              |   |  |                           | 4,627            |
| Acquisition of treasury stock                        |                      |                 |                   | (107)          | (107)                      |   |                              |   |  |                           | (107)            |
| Sale of treasury stock                               |                      | 93              |                   | 102            | 195                        |   |                              |   |  |                           | 195              |
| Purchase of shares of consolidated subsidiaries      |                      | 1,421           |                   |                | 1,421                      |   |                              |   |  |                           | 1,421            |
| Reversal of revaluation reserve for land             |                      |                 | 7                 |                | 7                          |   |                              |   |  |                           | 7                |
| Net changes of items other than shareholders' equity |                      |                 |                   |                |                            | (11,255)  | (7)                          | 94                                      | (11,168)                                     | (1,305)                   | (12,473)         |
| Balance as of March 31, 2017                         | 18,000               | 29,272          | 45,519            | (9)            | 92,781                     | 18,808  | 1,127                        | (945)                                   | 18,990                                       | 165                       | 111,937          |
| Cash dividends                                       |                      |                 | (1,203)           |                | (1,203)                    |   |                              |   |  |                           | (1,203)          |
| Net income attributable to owners of parent          |                      |                 | 4,281             |                | 4,281                      |   |                              |   |  |                           | 4,281            |
| Acquisition of treasury stock                        |                      |                 |                   | (0)            | (0)                        |   |                              |   |  |                           | (0)              |
| Sale of treasury stock                               |                      | (0)             |                   | 5              | 4                          |   |                              |   |  |                           | 4                |
| Purchase of shares of consolidated subsidiaries      |                      | (9)             |                   |                | (9)                        |   |                              |   |  |                           | (9)              |
| Reversal of revaluation reserve for land             |                      |                 | 36                |                | 36                         |   |                              |   |  |                           | 36               |
| Net changes of items other than shareholders' equity |                      |                 |                   |                |                            | 359   | (36)                         | 301                                     | 624  | 85                        | 709              |
| Balance as of March 31, 2018                         | ¥ 18,000             | ¥ 29,261        | ¥ 48,634          | ¥ (5)          | ¥ 95,890                   | ¥ 19,168  | ¥ 1,090                      | ¥ (644)                                 | ¥ 19,614                                     | ¥ 250                     | ¥ 115,756        |

|  | Thousands of U.S. dollars (Note 1) |                 |                   |                |                            |   |                              |   |  |                           |                  |
|--|------------------------------------|-----------------|-------------------|----------------|----------------------------|---|------------------------------|---|--|---------------------------|------------------|
|  | Shareholders' equity               |                 |                   |                |                            | Accumulated other comprehensive income                  |                              |   |  |                           |                  |
|  | Common stock                       | Capital surplus | Retained earnings | Treasury stock | Total shareholders' equity | Unrealized gain (loss) on available-for-sale securities | Revaluation reserve for land | Remeasurements of defined benefit plans | Total accumulated other comprehensive income | Non-controlling interests | Total net assets |
| Balance as of March 31, 2017                         | \$ 169,379                         | \$ 275,449      | \$ 428,333        | \$ (84)        | \$ 873,068                 | \$ 176,983  | \$ 10,605                    | \$ (8,892)                              | \$ 178,695                                   | \$ 1,552                  | \$1,053,326      |
| Cash dividends                                       |                                    |                 | (11,320)          |                | (11,320)                   |   |                              |   |  |                           | (11,320)         |
| Net income attributable to owners of parent          |                                    |                 | 40,284            |                | 40,284                     |   |                              |   |  |                           | 40,284           |
| Acquisition of treasury stock                        |                                    |                 |                   | (0)            | (0)                        |   |                              |   |  |                           | (0)              |
| Sale of treasury stock                               |                                    | (0)             |                   | 47             | 37                         |   |                              |   |  |                           | 37               |
| Purchase of shares of consolidated subsidiaries      |                                    | (84)            |                   |                | (84)                       |   |                              |   |  |                           | (84)             |
| Reversal of revaluation reserve for land             |                                    |                 | 338               |                | 338                        |   |                              |   |  |                           | 338              |
| Net changes of items other than shareholders' equity |                                    |                 |                   |                |                            | 3,378   | (338)                        | 2,832                                   | 5,871  | 799                       | 6,671            |
| Balance as of March 31, 2018                         | \$ 169,379                         | \$ 275,345      | \$ 457,645        | \$ (47)        | \$ 902,324                 | \$ 180,370  | \$ 10,256                    | \$ (6,060)                              | \$ 184,567                                   | \$ 2,352                  | \$1,089,263      |

See notes to consolidated financial statements.

## FIDEA Holdings Co. Ltd. and Subsidiaries

### Consolidated Statements of Cash Flows Years Ended March 31, 2018 and 2017

|   | Millions of yen |            | Thousands of<br>U.S. dollars<br>(Note 1) |
|---|-----------------|------------|--|
|   | 2018            | 2017       | 2018                                     |
| Operating activities:   |                 |            |  |
| Income before income taxes                                      | ¥ 6,261         | ¥ 5,881    | \$ 58,915                                |
| Adjustments for:  |                 |            |  |
| Income taxes—paid   | (1,341)         | (2,558)    | (12,618)                                 |
| Depreciation and amortization                                   | 2,663           | 2,368      | 25,058                                   |
| Loss on impairment—fixed assets                                 | 255             | 22         | 2,399                                    |
| Amortization of goodwill  | -               | 15         | -  |
| Change in allowance for loan losses                             | (1,905)         | 129        | (17,926)                                 |
| Change in defined benefit asset                                 | 273             | 216        | 2,568                                    |
| Change in defined benefit liability                             | 131             | 177        | 1,232                                    |
| Change in provision for reimbursement of deposits               | 115             | (25)       | 1,082                                    |
| Change in provision for contingent loss                         | 75              | 20         | 705                                      |
| Change in other provisions                                      | (13)            | 0          | (122)                                    |
| Interest income   | (34,818)        | (34,557)   | (327,637)                                |
| Interest expenses   | 2,244           | 3,148      | 21,116                                   |
| Gain on securities—net  | 102             | (2,380)    | 959                                      |
| Loss (gain) on money held in trust—net                          | (1,050)         | (204)      | (9,880)                                  |
| Foreign exchange loss—net                                       | 5               | 1          | 47                                       |
| Loss on sale and disposal of fixed assets—net                   | 71              | 82         | 668                                      |
| Loss on reduction of non-current assets                         | 100             | -          | 940                                      |
| Subsidy income  | (100)           | -          | (940)                                    |
| Net change in loans and bills discounted                        | 20,958          | (10,345)   | 197,214                                  |
| Net change in deposits  | 36,785          | (41,001)   | 346,146                                  |
| Net change in negotiable certificates of deposit                | (41,752)        | (3,868)    | (392,886)                                |
| Net change in trading account securities                        | 401             | (50)       | 3,773                                    |
| Net change in borrowed money, excluding subordinated borrowings | (1,300)         | (4,600)    | (12,232)                                 |
| Net change in due from banks, excluding due from Bank of Japan  | 2,858           | 1,065      | 26,893                                   |
| Net change in call loans and bills bought                       | (279)           | (185)      | (2,625)                                  |
| Net change in call money and bills sold                         | -               | (20,000)   | -  |
| Net change in payables under securities lending transactions    | (69,011)        | 50,959     | (649,393)                                |
| Net change in foreign exchange assets                           | (89)            | 829        | (837)                                    |
| Net change in foreign exchange liabilities                      | 15              | 26         | 141                                      |
| Interest received   | 35,785          | 35,594     | 336,736                                  |
| Interest paid   | (2,701)         | (3,623)    | (25,416)                                 |
| Other—net   | (42,612)        | (6,854)    | (400,978)                                |
| Total adjustments   | (94,133)        | (35,599)   | (885,790)                                |
| Net cash provided by (used in) operating activities             |                 |            |  |
| —(Forward)  | ¥ (87,872)      | ¥ (29,718) | \$ (826,874)                             |

(Continued)



## FIDEA Holdings Co. Ltd. and Subsidiaries

### Consolidated Statements of Cash Flows Years Ended March 31, 2018 and 2017

|   | Millions of yen  |                 | Thousands of<br>U.S. dollars<br>(Note 1) |
|---|------------------|-----------------|--|
|   | 2018             | 2017            | 2018                                     |
| Net cash provided by (used in) operating activities<br>—(Forward) | ¥ (87,872)       | ¥ (29,718)      | \$ (826,874)                             |
| Investing activities:   |                  |                 |  |
| Purchase of securities  | (330,522)        | (367,477)       | (3,110,209)                              |
| Proceeds from sales of securities                                 | 398,526          | 303,069         | 3,750,127                                |
| Proceeds from maturity of securities                              | 114,332          | 115,562         | 1,075,863                                |
| Increase in money held in trust                                   | (5,000)          | (2,500)         | (47,049)                                 |
| Decrease in money held in trust                                   | 1,483            | 940             | 13,955                                   |
| Purchase of tangible fixed assets                                 | (2,702)          | (4,374)         | (25,425)                                 |
| Proceeds from sales of tangible fixed assets                      | 189              | 84              | 1,778                                    |
| Purchase of intangible fixed assets                               | (341)            | (706)           | (3,208)                                  |
| Proceeds from subsidy income                                      | 39               | -               | 366                                      |
| Net cash provided by (used in) investing activities               | <u>176,006</u>   | <u>44,599</u>   | <u>1,656,215</u>                         |
| Financing activities:   |                  |                 |  |
| Redemption of subordinated bonds                                  | (5,000)          | -               | (47,049)                                 |
| Repayment of lease obligations                                    | (76)             | (57)            | (715)                                    |
| Dividends paid  | (1,201)          | (1,763)         | (11,301)                                 |
| Dividends paid to non-controlling shareholders                    | -                | (2)             | -  |
| Purchase of treasury stock  | (0)              | (0)             | (0)                                      |
| Proceeds from sales of treasury stock                             | 3                | 236             | 28                                       |
| Net cash used in financing activities                             | <u>(6,274)</u>   | <u>(1,587)</u>  | <u>(59,038)</u>                          |
| Effect of exchange rate change on cash and cash equivalents       | <u>(5)</u>       | <u>(1)</u>      | <u>(47)</u>                              |
| Net increase (decrease) in cash and cash equivalents              | 81,854           | 13,292          | 770,245                                  |
| Cash and cash equivalents at the beginning of year                | 72,289           | 58,997          | 680,239                                  |
| Cash and cash equivalents at the end of year (Note 19)            | <u>¥ 154,143</u> | <u>¥ 72,289</u> | <u>\$ 1,450,484</u>                      |

See notes to consolidated financial statements.

(Concluded)

# **FIDEA Holdings Co. Ltd. and Subsidiaries**

## **Notes to Consolidated Financial Statements Years Ended March 31, 2018 and 2017**

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### **1. Basis of Presentation**

FIDEA Holdings Co. Ltd. (the “Company”) is a holding company and conducts its operations through its subsidiaries and affiliates. The Company was established as a joint holding company between The Shonai Bank, Ltd. (“Shonai”) and The Hokuto Bank, Ltd. (“Hokuto”) on October 1, 2009 by way of a transfer of shares.

The accompanying consolidated financial statements have been prepared in accordance with the provisions set forth in the Japanese Financial Instruments and Exchange Act and its related accounting regulations, the Ordinance for the Enforcement of the Banking Act of Japan (the “Banking Act”) and the Companies Act of Japan (the “Companies Act”), and in conformity with accounting principles generally accepted in Japan, which are different in certain respects as to application and disclosure requirements of International Financial Reporting Standards.

In preparing these consolidated financial statements, certain reclassifications and rearrangements have been made to the consolidated financial statements issued domestically in order to present them in a form which is more familiar to readers outside Japan.

In preparing the accompanying consolidated financial statements, Japanese yen amounts are presented in millions of yen by rounding down figures to the nearest million. As a result, the totals in yen in the accompanying consolidated financial statements do not necessarily agree with the sums of the individual amounts.

The translation of yen amounts into U.S. dollar amounts is included solely for the convenience of readers outside Japan and has been made at ¥106.27 = U.S.\$1.00, the exchange rate prevailing on March 31, 2018. This translation should not be construed as a representation that yen can be converted into U.S. dollars at the above or any other rate.

### **2. Principles of Consolidation**

The consolidated financial statements include the accounts of the Company and its 6 subsidiaries (collectively the “Group”) as of March 31, 2018 and 2017.

Under the control of influence concept, those companies in which the Company, directly or indirectly, is able to exercise control over operations are fully consolidated. The Company has 4 unconsolidated subsidiaries as of March 31, 2018 and 2017.

All significant intercompany accounts and transactions have been eliminated in consolidation. All material unrealized profit included in assets resulting from transactions within the Group is eliminated.

The excess of the acquisition cost over the underlying equity in the net assets of the consolidated subsidiaries measured at fair value at their respective dates of acquisition is presented as “goodwill” and is amortized by the straight-line method over a period of five years. Insignificant amounts of goodwill are fully charged to income in the fiscal year when it is incurred.

The balance sheet dates of all 6 subsidiaries are March 31.

Those companies over which the Company has the ability to exercise significant influence, but does not control are accounted for using the equity method. However, the Company has no affiliates to be accounted for using the equity method.

### **3. Significant Accounting Policies**

#### **(1) Trading account securities**

Trading account securities are stated at fair value as of the balance sheet date, and cost of trading account securities sold is determined principally using the moving-average method.

#### **(2) Securities**

Non-trading securities are classified into two categories: held-to-maturity debt securities and available-for-sale securities. Held-to-maturity debt securities are carried at amortized cost being determined by the moving-average method. Available-for-sale securities are generally stated at fair value determined based on the quoted market price as of the balance sheet date, except for equity securities which are stated at fair value determined based on the average market price during one month before the balance sheet date. Cost of sales of these available-for-sale securities is principally determined using the moving-average method. Available-for-sale securities, for which it is extremely difficult to determine the fair value, are stated at cost determined by the moving-average method.

Unrealized gain or loss on available-for-sale securities is recorded under net assets, net of income taxes.

#### **(3) Securities held in money trusts**

Securities that are part of trust assets in independently managed money trusts with the primary purpose to manage securities are stated at fair value as of the balance sheet date.

#### **(4) Derivatives**

Derivatives are stated at fair value.

#### **(5) Tangible fixed assets**

Depreciation of tangible fixed assets of the Group, except for lease assets, is calculated by the straight-line method. The principal useful lives are as follows:

|           |               |
|-----------|---------------|
| Buildings | 5 to 50 years |
| Others    | 4 to 20 years |

The Group leases automated teller machines, etc. under finance lease arrangements as a lessee.

Lease assets under finance lease arrangements which do not transfer ownership of the lease assets to the lessee are depreciated over the respective lease contract periods using the straight-line method with salvage values defined in the lease contracts, otherwise with no residual value.

#### **(6) Intangible fixed assets**

Intangible fixed assets, except for lease assets, are amortized by the straight-line method. Amortization of the cost of software intended for internal use is calculated by the straight-line method based on a useful life (principally five years) determined by the Group.

#### **(7) Allowance for loan losses**

Allowance for loan losses is provided by the consolidated banking subsidiaries and other major consolidated subsidiaries in accordance with the prescribed standards. For claims on borrowers who have declared bankruptcy or have commenced special liquidation proceedings or similar legal proceedings (the “bankrupt borrowers”), or borrowers who are not legally or formally insolvent but are regarded as substantially in the same situation (the “virtually bankrupt borrowers”), an allowance is generally provided based on the carrying amount of the claims, after the write-off stated below, net of the expected amount recoverable from collateral and guarantees.

For claims on borrowers who are not currently bankrupt but are likely to become bankrupt (the “potentially bankrupt borrowers”), an allowance is provided at the amount deemed necessary based on the overall solvency assessment of the borrowers and the amount of the claims, net of the expected amount recoverable from collateral and guarantees.

For other claims, an allowance is provided based on the historical loan-loss ratio calculated from past experiences during a certain period after categorizing into definite types.

All claims are assessed for the quality by the Asset Assessment Department with the cooperation by operating offices in accordance with the Standards for Asset Self-Assessment, and then the assessment results are audited by the Asset Audit Department which is independent from the Asset Assessment Department.

For collateralized or guaranteed claims on the bankrupt borrowers and virtually bankrupt borrowers of Hokuto and certain consolidated subsidiaries, the amount of the claims exceeding the estimated value of collateral and guarantees is deemed to be uncollectible and is charged off against the total amount of the outstanding claims. These write-offs amounted to ¥12,073 million (\$113,606 thousand) and ¥10,506 million for the years ended March 31, 2018 and 2017, respectively.

Allowances for loan losses of other consolidated subsidiaries are provided based on the historical loan loss ratio.

**(8) Provision for reimbursement of deposits**

Provision for reimbursement of deposits is provided at an estimated amount of the future payments to be made for reimbursement claims on deposits which were derecognized and credited from liability to income.

**(9) Provision for contingent loss**

Provision for contingent loss is provided at an estimated amount of the future payments to be made for a burden charge to the Credit Guarantee Corporations in connection with the responsibility-sharing system.

**(10) Other provisions**

Other provisions include provision for point service program of the consolidated subsidiaries.

Provision for point service program relating to credit business engaged by consolidated subsidiaries is provided for the future burdens when the service will be used at the necessary amount based on the reasonably estimated amount to be used in future.

**(11) Retirement benefits**

The benefit formula method is used as a method of attributing expected retirement benefits to each period in calculating retirement benefit obligation.

Past service costs are amortized by the straight-line method over a certain period (five years) within the average remaining years of service of the eligible employees when such past service costs occur at Shonai, a consolidated subsidiary of the Company.

Actuarial gains and losses are amortized from the year following the year in which the gains and losses occur by the straight-line method over a certain period of 10 to 15 years within the average remaining years of service of the eligible employees when such actuarial gains and losses occur.

Certain consolidated subsidiaries adopt the simplified method in calculating defined benefit liability and retirement benefit expenses. Under this method, the severance payment amount required at the fiscal year-end for voluntary termination is deemed as retirement benefit obligations.

**(12) Foreign currency translation**

The assets and liabilities denominated in foreign currencies of the consolidated subsidiaries are translated into Japanese yen at the exchange rates in effect at the balance sheet date.

**(13) Hedge accounting**

*Interest rate risk hedging*

With respect to the hedge accounting for the interest rate risk arising from financial assets and liabilities of the consolidated banking subsidiaries, the Group applies deferral hedge accounting, under which gains or losses on derivatives are deferred until maturity of the hedged transactions, as stipulated in the Japanese Institute of Certified Public Accountants (“JICPA”) Industry Audit Committee Report No. 24 (February 13, 2002). With respect to hedging transactions to offset fluctuations of the market price, the effectiveness of hedging transactions is assessed by specifying the hedged items such as deposits and loans and bills discounted and hedging instruments such as interest rate swaps after grouping these items by definite remaining maturity. With respect to hedging transactions to fix cash flows, the effectiveness of hedging is assessed by verifying the correlation of interest floating factors of hedged items and hedging instruments.

*Foreign exchange risk hedging*

With respect to the hedge accounting for the foreign exchange risk arising from financial assets and liabilities denominated in foreign currencies of the consolidated banking subsidiaries, the Group applies deferral hedge accounting, under which gains or losses on derivatives are deferred until maturity of the

hedged transactions, as stipulated in the JICPA Industry Audit Committee Report No. 25 (July 29, 2002). Hedge effectiveness is assessed by comparing the amount of monetary assets and liabilities denominated in foreign currencies as underlying hedged items with the corresponding foreign-currency amount of the respective hedging instruments such as currency swaps and foreign exchange swaps entered into in order to hedge foreign exchange risk associated with monetary assets and liabilities denominated in foreign currencies.

In addition, in order to hedge foreign exchange risk of available-for-sale securities denominated in foreign currencies except for debt securities, the fair value hedge is applied as portfolio hedging on the condition that liabilities of spot and forward foreign exchange contracts exceeding the acquisition costs of the foreign currency denominated securities on a basis of foreign currency exist, designating the issues of foreign currency denominated securities to be hedged in advance.

**(14) Cash and cash equivalents**

In preparing the consolidated statements of cash flows, of cash and due from banks in the consolidated balance sheets, cash and due from Bank of Japan (“BoJ”) are considered to be cash and cash equivalents.

**(15) Consumption taxes**

Transactions are principally stated exclusive of national and local consumption taxes.

**(16) Accounting standard and guidance issued but not yet applied**

“Accounting Standard for Revenue Recognition” (ASBJ Statement No. 29, March 30, 2018)

“Implementation Guidance on Accounting Standard for Revenue Recognition” (ASBJ Guidance No. 30, March 30, 2018)

(i) Overview

Conducting a joint project to clarify the comprehensive principles for recognizing revenues, the International Accounting Standards Board (“IASB”) and the Financial Accounting Standards Board (“FASB”) in the US issued “Revenues from Contracts with Customers” (IFRS 15 by IASB and Topic 606 by FASB) in May 2014. IFRS 15 shall be effective from a fiscal period beginning on or after January 1, 2018 and Topic 606 shall be effective from a fiscal period beginning after December 15, 2017. Under these circumstances, ASBJ also developed a comprehensive accounting standard for revenue recognition and issued a new standard together with its implementation guidance.

As a basic policy for the development of the new standard, ASBJ determined to adopt the core principles of IFRS 15 in order to enhance comparability of financial statements, which is one of the benefits aligning with IFRS 15. In addition, for any practical issue to be considered in Japan, alternative treatment shall be added to the extent that comparability is not impaired.

(ii) Scheduled date of application

The Company and its consolidated subsidiaries will apply the new accounting standard and implementation guideline effective from the fiscal year beginning on April 1, 2021.

(iii) Effect from the application of the new accounting standard and implementation guideline

The effect from the application of the new accounting standard and implementation guideline is currently under evaluation.

#### 4. Securities

Gain and loss from revaluation of trading account securities included in the consolidated statements of income was immaterial in amount for the years ended March 31, 2018 and 2017.

Securities at March 31, 2018 and 2017 consisted of the following:

| March 31, 2018   | Millions of yen |                  |                        |
|--|-----------------|------------------|------------------------|
|  | Carrying amount | Acquisition cost | Unrealized gain (loss) |
| Securities whose carrying amount exceeds their acquisition cost:         |                 |                  |                        |
| Held-to-maturity debt securities   | ¥ -             | ¥ -              | ¥ -                    |
| Available-for-sale securities:   |                 |                  |                        |
| Equity securities  | ¥ 19,250        | ¥ 9,966          | ¥ 9,284                |
| Debt securities:   | 438,922         | 427,252          | 11,669                 |
| Japanese government bonds  | 194,051         | 189,407          | 4,644                  |
| Municipal bonds  | 167,893         | 163,111          | 4,782                  |
| Corporate bonds  | 76,977          | 74,734           | 2,242                  |
| Other  | 85,019          | 72,583           | 12,435                 |
| Subtotal   | ¥ 543,192       | ¥ 509,803        | ¥ 33,389               |
| Securities whose carrying amount does not exceed their acquisition cost: |                 |                  |                        |
| Held-to-maturity debt securities   | ¥ -             | ¥ -              | ¥ -                    |
| Available-for-sale securities:   |                 |                  |                        |
| Equity securities  | ¥ 4,026         | ¥ 4,383          | ¥ (356)                |
| Debt securities:   | 63,977          | 64,538           | (561)                  |
| Japanese government bonds  | 5,947           | 6,011            | (63)                   |
| Municipal bonds  | 42,772          | 43,152           | (380)                  |
| Corporate bonds  | 15,257          | 15,374           | (117)                  |
| Other  | 129,979         | 134,851          | (4,872)                |
| Subtotal   | ¥ 197,983       | ¥ 203,773        | ¥ (5,790)              |
| Total  | ¥ 741,175       | ¥ 713,577        | ¥ 27,598               |

| March 31, 2017   | Millions of yen |                  |                        |
|--|-----------------|------------------|------------------------|
|  | Carrying amount | Acquisition cost | Unrealized gain (loss) |
| Securities whose carrying amount exceeds their acquisition cost:         |                 |                  |                        |
| Held-to-maturity debt securities   | ¥ -             | ¥ -              | ¥ -                    |
| Available-for-sale securities:   |                 |                  |                        |
| Equity securities  | ¥ 19,275        | ¥ 11,157         | ¥ 8,117                |
| Debt securities:   | 525,091         | 510,790          | 14,300                 |
| Japanese government bonds  | 235,681         | 229,515          | 6,165                  |
| Municipal bonds  | 192,733         | 187,206          | 5,527                  |
| Corporate bonds  | 96,675          | 94,068           | 2,607                  |
| Other  | 114,779         | 101,639          | 13,140                 |
| Subtotal   | ¥ 659,146       | ¥ 623,587        | ¥ 35,558               |
| Securities whose carrying amount does not exceed their acquisition cost: |                 |                  |                        |
| Held-to-maturity debt securities   | ¥ -             | ¥ -              | ¥ -                    |
| Available-for-sale securities:   |                 |                  |                        |
| Equity securities  | ¥ 2,067         | ¥ 2,205          | ¥ (137)                |
| Debt securities:   | 69,357          | 70,244           | (887)                  |
| Japanese government bonds  | 10,346          | 10,509           | (162)                  |
| Municipal bonds  | 42,054          | 42,648           | (594)                  |
| Corporate bonds  | 16,956          | 17,086           | (130)                  |
| Other  | 203,442         | 210,940          | (7,497)                |
| Subtotal   | ¥ 274,867       | ¥ 283,390        | ¥ (8,523)              |
| Total  | ¥ 934,013       | ¥ 906,978        | ¥ 27,035               |

As of March 31, 2018 and 2017, ¥276 million (\$2,597 thousand) and ¥214 million of capital investment in unconsolidated subsidiary were included in the balance of securities, respectively.

| March 31, 2018   | Thousands of U.S. dollars |                  |                        |
|--|---------------------------|------------------|------------------------|
|  | Carrying amount           | Acquisition cost | Unrealized gain (loss) |
| Securities whose carrying amount exceeds their acquisition cost:         |                           |                  |                        |
| Held-to-maturity debt securities   | \$ -                      | \$ -             | \$ -                   |
| Available-for-sale securities:   |                           |                  |                        |
| Equity securities  | \$ 181,142                | \$ 93,779        | \$ 87,362              |
| Debt securities:   | 4,130,253                 | 4,020,438        | 109,805                |
| Japanese government bonds  | 1,826,018                 | 1,782,318        | 43,700                 |
| Municipal bonds  | 1,579,872                 | 1,534,873        | 44,998                 |
| Corporate bonds  | 724,353                   | 703,246          | 21,097                 |
| Other  | 800,028                   | 683,005          | 117,013                |
| Subtotal   | \$ 5,111,433              | \$ 4,797,242     | \$ 314,190             |
| Securities whose carrying amount does not exceed their acquisition cost: |                           |                  |                        |
| Held-to-maturity debt securities   | \$ -                      | \$ -             | \$ -                   |
| Available-for-sale securities:   |                           |                  |                        |
| Equity securities  | \$ 37,884                 | \$ 41,244        | \$ (3,349)             |
| Debt securities:   | 602,023                   | 607,302          | (5,279)                |
| Japanese government bonds  | 55,961                    | 56,563           | (592)                  |
| Municipal bonds  | 402,484                   | 406,060          | (3,575)                |
| Corporate bonds  | 143,568                   | 144,669          | (1,100)                |
| Other  | 1,223,101                 | 1,268,947        | (45,845)               |
| Subtotal   | \$ 1,863,018              | \$ 1,917,502     | \$ (54,483)            |
| Total  | \$ 6,974,451              | \$ 6,714,754     | \$ 259,696             |

Available-for-sale securities sold for the years ended March 31, 2018 and 2017 were as follows:

| March 31, 2018            | Millions of yen |               |               |
|---------------------------|-----------------|---------------|---------------|
|                           | Sales proceeds  | Realized gain | Realized loss |
| Equity securities         | ¥ 7,938         | ¥ 1,733       | ¥ 164         |
| Debt securities:          | 110,216         | 1,245         | 57            |
| Japanese government bonds | 59,853          | 772           | 20            |
| Municipal bonds           | 44,928          | 471           | 31            |
| Corporate bonds           | 5,434           | 1             | 5             |
| Other                     | 287,083         | 1,518         | 4,347         |
| Total                     | ¥ 405,238       | ¥ 4,497       | ¥ 4,568       |

| March 31, 2017            | Millions of yen |               |               |
|---------------------------|-----------------|---------------|---------------|
|                           | Sales proceeds  | Realized gain | Realized loss |
| Equity securities         | ¥ 7,486         | ¥ 746         | ¥ 437         |
| Debt securities:          | 85,201          | 2,357         | 305           |
| Japanese government bonds | 31,225          | 713           | 286           |
| Municipal bonds           | 52,454          | 1,634         | 11            |
| Corporate bonds           | 1,522           | 10            | 7             |
| Other                     | 210,926         | 3,295         | 3,231         |
| Total                     | ¥ 303,615       | ¥ 6,399       | ¥ 3,973       |

| March 31, 2018            | Thousands of U.S. dollars |               |               |
|---------------------------|---------------------------|---------------|---------------|
|                           | Sales proceeds            | Realized gain | Realized loss |
| Equity securities         | \$ 74,696                 | \$ 16,307     | \$ 1,543      |
| Debt securities:          | 1,037,131                 | 11,715        | 536           |
| Japanese government bonds | 563,216                   | 7,264         | 188           |
| Municipal bonds           | 422,772                   | 4,432         | 291           |
| Corporate bonds           | 51,133                    | 9             | 47            |
| Other                     | 2,701,449                 | 14,284        | 40,905        |
| Total                     | \$3,813,286               | \$ 42,316     | \$ 42,984     |

### Write-down of securities

Non-trading securities, with the exception of those whose fair value is extremely difficult to determine, whose fair value significantly declined compared with their acquisition cost and is not considered to be able to recover their acquisition cost, are written down to their respective fair value which is recorded as the carrying amount on the consolidation balance sheet. The related loss on revaluation is charged to income for the year.

For the year ended March 31, 2018, ¥27 million (\$254 thousand) of available-for-sale securities were written down. Of which, equity securities were ¥27 million (\$254 thousand). For the year ended March 31, 2017, ¥28 million of available-for-sale securities were written down. Of which, equity securities were ¥0 million and other securities were ¥28 million.

The criteria for determining whether the fair value is “significantly declined” are as follows:

- (1) If the fair value as of the balance sheet date declines 50% or more compared to the acquisition cost, the difference is recognized as write-down of securities.
- (2) If the fair value as of the balance sheet date declines by 30% or more but less than 50% compared to the acquisition cost, write-down of securities is recognized for the securities which meets criteria of the Group after considering the financial condition of the issuer and past trend of the market value for a certain period.



## 5. Unrealized Gain and Loss on Available-for-Sale Securities

Unrealized gain (loss) on available-for-sale securities at March 31, 2018 and 2017 consisted of the following:

|  | Millions of yen |                 | Thousands of<br>U.S. dollars |
|--|-----------------|-----------------|------------------------------|
|  | 2018            | 2017            | 2018                         |
| Unrealized gain:   | ¥ 27,598        | ¥ 27,035        | \$ 259,696                   |
| Available-for-sale securities  | 27,598          | 27,035          | 259,696                      |
| Money held in trust  | -               | -               | -                            |
| Deferred tax liabilities   | (8,400)         | (8,225)         | (79,043)                     |
| Unrealized gain on available-for-sale securities before<br>adjustments by equity interest: | 19,198          | 18,810          | 180,653                      |
| Non-controlling interests  | (29)            | (1)             | (272)                        |
| Unrealized gain on available-for-sale securities   | <u>¥ 19,168</u> | <u>¥ 18,808</u> | <u>\$ 180,370</u>            |

## 6. Loans and Bills Discounted and Risk Monitored Loans

### Loans and bills discounted

Bills discounted are accounted for as financial transactions rather than as purchased bills in accordance with JICPA Industry Audit Committee Report No. 24 “Treatment of Accounting and Auditing concerning Application of Accounting Standard for Financial Instruments in Banking Industry” (February 13, 2002). The Group has the right to sell or pledge (repledge) such bills without any restrictions. These include commercial bills discounted and foreign exchange bills purchased, etc. The total face value of such financial transactions at March 31, 2018 and 2017 amounted to ¥4,919 million (\$46,287 thousand) and ¥5,185 million, respectively.

Contracts for overdraft facilities and loan commitments are contracts under which the Group lends money to customers up to their prescribed limits at the customers’ request as long as there are no violations of any of the conditions in the contracts. The aggregate unutilized balances within the limits of these contracts totaled ¥307,257 million (\$2,891,286 thousand) and ¥293,324 million at March 31, 2018 and 2017, respectively, including the contracts whose contractual periods were either less than one year or revocable at any time, in the amount of ¥278,438 million (\$2,620,099 thousand) and ¥282,779 million, respectively.

Since many of these commitments expire without being fully utilized, the unutilized amounts do not necessarily represent future cash commitments of the consolidated subsidiaries. Most of these contracts include provisions which stipulate that the consolidated subsidiaries can reject customers’ requests or decrease the contract limits for an appropriate reason, such as a change in financial situation and preservation of claims. At the inception of the contracts, they obtain collateral in the form of real estate, securities, and so forth, if deemed necessary. Subsequently, they, based on its internal rules, perform periodic reviews of the customers’ business results and may take necessary measures such as reconsidering the terms and conditions of the contracts and/or requiring additional collateral or guarantees.

## Risk monitored loans

Risk monitored loans which were included in loans and bills discounted at March 31, 2018 and 2017 consisted of the following:

|                                     | Millions of yen |          | Thousands of<br>U.S. dollars |
|-------------------------------------|-----------------|----------|------------------------------|
|                                     | 2018            | 2017     | 2018                         |
| Loans to bankrupt borrowers         | ¥ 1,192         | ¥ 1,951  | \$ 11,216                    |
| Delinquent loans                    | 29,720          | 31,689   | 279,665                      |
| Loans past due for 3 months or more | -               | -        | -                            |
| Restructured loans                  | 3,059           | 4,479    | 28,785                       |
| Total                               | ¥ 33,971        | ¥ 38,120 | \$ 319,666                   |

Loans to bankrupt borrowers represent non-accrual loans to borrowers who are legally bankrupt as defined in Articles 96-1-3 and 96-1-4 of the Order for Enforcement of the Corporation Tax Act (Cabinet Order No. 97 of 1965).

Delinquent loans represent non-accrual loans other than (i) loans to bankrupt borrowers and (ii) loans on which interest payments have been suspended in order to facilitate or support the reconstruction of borrowers who are experiencing financial difficulties.

Loans past due for 3 months or more represent loans on which the payment of principal and/or interest has not been received for three months or more from the day after the due date, and which are not classified as “loans to bankrupt borrowers” or “delinquent loans.”

Restructured loans are loans which have been restructured to facilitate or support the reconstruction of borrowers who are experiencing financial difficulties, with the intention of ensuring the recovery of the loans by providing more flexible repayment terms for the borrowers (such as reducing the rate of interest, suspending the payment of principal/interest, forgiving debt, etc.) and loans which are not classified in any of the above categories.

The amounts presented in the table above are stated before deducting the amount of allowance for loan losses.

## 7. Tangible Fixed Assets

At March 31, 2018 and 2017, accumulated depreciation of tangible fixed assets was ¥32,076 million (\$301,834 thousand) and ¥32,225 million, respectively.

The amounts of advanced depreciation by reduction of carrying amount of assets as of and for the years ended March 31, 2018 and 2017 were as follows:

|                                   | Millions of yen |         | Thousands of<br>U.S. dollars |
|-----------------------------------|-----------------|---------|------------------------------|
|                                   | 2018            | 2017    | 2018                         |
| Balance as of the fiscal year-end | ¥ 1,237         | ¥ 1,157 | \$ 11,640                    |
| Amount applicable for the year    | 100             | -       | 940                          |

## 8. Revaluation of Land

In accordance with the “Act on Revaluation of Land” (Act No. 34 of March 31, 1998), land used for business operations of Shonai was revalued as of the date indicated below. The excess of revaluation to carrying amount at the time of revaluation, net of income taxes corresponding to the excess which are recognized as “Deferred tax liabilities for land revaluation,” is stated as “Revaluation reserve for land” under net assets.

Date of revaluation: September 30, 1999

The method of revaluation of asset set forth in Article 3, Paragraph 3 of the “Act on Revaluation of Land”:

Fair values are determined based on the land price registered in the book of taxation on land stipulated in Article 2-3 of the “Order for Enforcement of Act on Revaluation of Land” (the “Ordinance”) (Cabinet Order No. 119 of March 31, 1998), with price adjustments by shape and time and the appraisal value by an independent real estate appraiser as provided by Article 2-5 of the Ordinance.

The difference between the total fair values of land used for business operations revalued pursuant to Article 10 of the “Act on Revaluation of Land” and carrying amount after revaluation of the relevant land at March 31, 2018 and 2017 was ¥1,494 million (\$14,058 thousand) and ¥1,609 million, respectively.

## 9. Borrowed Money and Lease Obligations

Borrowed money and lease obligations at March 31, 2018 and 2017 were as follows:

|   | Millions of yen |          | Thousands of | Average       | Maturity                     |
|---|-----------------|----------|--------------|---------------|------------------------------|
|   | 2018            | 2017     | U.S. dollars | interest rate |                              |
|   |                 |          | 2018         | (%)           |                              |
| Borrowed money                          | ¥ 15,100        | ¥ 16,400 | \$ 142,090   | 0.48          | June 2018 through Apr. 2024  |
| Current portion of lease obligations    | 63              | 72       | 592          | 1.35          |                              |
| Lease obligations, less current portion | 129             | 158      | 1,213        | 0.92          | Apr. 2019 through Sept. 2022 |

Note: Average interest rate is calculated based on the interests and the balances as of the balance sheet date by the weighted average method.

Annual maturities of borrowed money and lease obligations within five years at March 31, 2018 are as follows:

|                   | Millions of yen         |                                      |   |  |   |
|-------------------|-------------------------|--------------------------------------|---|--|---|
|                   | Due in one year or less | Due after one year through two years | Due after two years through three years | Due after three years through four years | Due after four years through five years |
| Borrowed money    | ¥ 1,700                 | ¥ 4,300                              | ¥ 1,400                                 | ¥ 2,700                                  | ¥ -                                     |
| Lease obligations | 63                      | 53                                   | 39                                      | 30                                       | 5                                       |

  

|                   | Thousands of U.S. dollars |                                      |   |  |   |
|-------------------|---------------------------|--------------------------------------|---|--|---|
|                   | Due in one year or less   | Due after one year through two years | Due after two years through three years | Due after three years through four years | Due after four years through five years |
| Borrowed money    | \$ 15,996                 | \$ 40,462                            | \$ 13,173                               | \$ 25,406                                | \$ -                                    |
| Lease obligations | 592                       | 498                                  | 366                                     | 282                                      | 47                                      |

Note: Lease obligations are included in “Other liabilities” in the accompanying consolidated balance sheet.

Subordinated borrowings of ¥5,000 million (\$47,049 thousand) and ¥5,000 million were included in borrowed money at March 31, 2018 and 2017, respectively.

## 10. Assets Pledged

Assets pledged as collateral at March 31, 2018 and 2017 consisted of the following:

|            | Millions of yen |           | Thousands of<br>U.S. dollars |
|------------|-----------------|-----------|------------------------------|
|            | 2018            | 2017      | 2018                         |
| Securities | ¥ 72,843        | ¥ 143,563 | \$ 685,452                   |

The liabilities secured by the above pledged assets at March 31, 2018 and 2017 consisted of the following:

|  | Millions of yen |           | Thousands of<br>U.S. dollars |
|--|-----------------|-----------|------------------------------|
|  | 2018            | 2017      | 2018                         |
| Payables under securities lending transactions | ¥ 60,778        | ¥ 129,789 | \$ 571,920                   |
| Borrowed money                                 | 10,100          | 11,400    | 95,040                       |

In addition to the pledged assets listed above, the following assets are pledged as collateral of domestic exchange transactions or as margins on futures contracts at March 31, 2018 and 2017:

|                         | Millions of yen |           | Thousands of<br>U.S. dollars |
|-------------------------|-----------------|-----------|------------------------------|
|                         | 2018            | 2017      | 2018                         |
| Securities              | ¥ 126,323       | ¥ 180,533 | \$ 1,188,698                 |
| Cash and due from banks | 8               | 8         | 75                           |
| Other assets            | 41,063          | 6,300     | 386,402                      |

Note: Other assets include guarantee deposits in the amount of ¥551 million (\$5,184 thousand) and ¥567 million at March 31, 2018 and 2017, respectively.

## 11. Bonds Payable

Bonds payable at March 31, 2017 consisted of ¥5,000 million of Shonai 5th subordinated bonds. In the year ended March 31, 2018, the bonds were fully redeemed before the original redemption date of July 27, 2022.

## 12. Retirement Benefit Plans

Shonai, a consolidated banking subsidiary of the Company, has a funded defined benefit corporate pension plan and an unfunded lump-sum payment plan as defined benefit plans to provide for employees' retirement benefits. Under the defined benefit corporate pension plan, a lump-sum payment or pension is provided based on the base salary used for retirement benefits calculation and service years. In addition, this plan is a type of quasi cash balance plan. Under the lump-sum payment plan, a lump-sum payment is provided as a retirement benefit based on the base salary used for retirement benefits calculation and service years.

Hokuto, a consolidated banking subsidiary of the Company, has a funded defined benefit corporate pension plan and a funded lump-sum payment plan as defined benefit plans to provide for employees' retirement benefits. Under the defined benefit corporate pension plan, pension or a lump-sum payment is provided based on service years. Hokuto maintains a cash balance plan for defined benefit corporate pension plan and a virtual individual account balance which is corresponding to each participant's funded amount and the source of pension amount is established under this plan. In this virtual individual account balance, mainly interest credits based on the trend of market interest rate and contributed credits based on the interest granted each month are accumulated.

Under the lump-sum payment plan, points are accumulated during the service based on the service years and the functional classes. Employees who terminate their employment are entitled to lump-sum payments based on the accumulated points at the time of the termination multiplied by unit price by point and additional benefits based on the functional class at the time of the termination. A retirement benefit trust is established for the lump-sum payment plan.

Each of Shonai and Hokuto has a defined contribution corporate pension plan as the defined contribution plan.

Certain consolidated subsidiaries other than consolidated banking subsidiaries have unfunded defined benefit pension plans (lump-sum payment plans only). These consolidated subsidiaries adopt the simplified method in calculating defined benefit liability and retirement benefit expenses under lump-sum payment plans.

#### Defined benefit pension plans

##### (1) Reconciliation between retirement benefit obligations at beginning of year and end of year

|   | Millions of yen |          | Thousands of<br>U.S. dollars |
|---|-----------------|----------|------------------------------|
|   | 2018            | 2017     | 2018                         |
| Retirement benefit obligations at beginning of year | ¥ 13,819        | ¥ 14,039 | \$ 130,036                   |
| Service costs                                       | 491             | 477      | 4,620                        |
| Interest costs                                      | 16              | 9        | 150                          |
| Actuarial gains and losses arising during year      | 86              | 67       | 809                          |
| Retirement benefits paid                            | (730)           | (774)    | (6,869)                      |
| Retirement benefit obligations at end of year       | ¥ 13,683        | ¥ 13,819 | \$ 128,756                   |

##### (2) Reconciliation between plan assets at beginning of year and end of year

|                                  | Millions of yen |          | Thousands of<br>U.S. dollars |
|----------------------------------|-----------------|----------|------------------------------|
|                                  | 2018            | 2017     | 2018                         |
| Plan assets at beginning of year | ¥ 11,748        | ¥ 12,119 | \$ 110,548                   |
| Expected return on plan assets   | 151             | 155      | 1,420                        |
| Actuarial gains and losses       | 326             | (46)     | 3,067                        |
| Contribution from employer       | 113             | 181      | 1,063                        |
| Retirement benefits paid         | (574)           | (662)    | (5,401)                      |
| Plan assets at end of year       | ¥ 11,766        | ¥ 11,748 | \$ 110,717                   |

Note: Retirement benefit trust is included in plan assets.

##### (3) Reconciliation between retirement benefit obligations and plan assets at end of year and defined benefit liability and defined benefit asset on the consolidated balance sheets

|  | Millions of yen |          | Thousands of<br>U.S. dollars |
|--|-----------------|----------|------------------------------|
|  | 2018            | 2017     | 2018                         |
| Funded retirement benefit obligation   | ¥ 11,814        | ¥ 11,840 | \$ 111,169                   |
| Plan assets  | (11,766)        | (11,748) | (110,717)                    |
|  | 48              | 92       | 451                          |
| Unfunded retirement benefit obligation   | 1,868           | 1,978    | 17,577                       |
| Net balance of liability and asset recorded on the consolidated balance sheets | ¥ 1,917         | ¥ 2,071  | \$ 18,038                    |

  

|  | Millions of yen |         | Thousands of<br>U.S. dollars |
|--|-----------------|---------|------------------------------|
|  | 2018            | 2017    | 2018                         |
| Defined benefit liability  | ¥ 2,266         | ¥ 2,690 | \$ 21,323                    |
| Defined benefit asset  | (348)           | (618)   | (3,274)                      |
| Net balance of liability and asset recorded on the consolidated balance sheets | ¥ 1,917         | ¥ 2,071 | \$ 18,038                    |

Note: Retirement benefit trust is included in plan assets.

(4) Retirement benefit expenses and components thereof

|  | Millions of yen |       | Thousands of<br>U.S. dollars |
|--|-----------------|-------|------------------------------|
|  | 2018            | 2017  | 2018                         |
| Service costs  | ¥ 491           | ¥ 477 | \$ 4,620                     |
| Interest costs                                       | 16              | 9     | 150                          |
| Expected return on plan assets                       | (151)           | (155) | (1,420)                      |
| Amortization of actuarial gains and losses           | 234             | 282   | 2,201                        |
| Amortization of past service costs                   | (42)            | (42)  | (395)                        |
| Other  | 1               | 22    | 9                            |
| Retirement benefit expenses on defined benefit plans | ¥ 549           | ¥ 593 | \$ 5,166                     |

Note: Retirement benefit expenses of the consolidated subsidiaries adopting the simplified method are collectively included in “Service costs.”

(5) Components of items recorded in remeasurements of defined benefit plans in other comprehensive income, before tax, are as follows:

|                            | Millions of yen |        | Thousands of<br>U.S. dollars |
|----------------------------|-----------------|--------|------------------------------|
|                            | 2018            | 2017   | 2018                         |
| Past service costs         | ¥ (42)          | ¥ (42) | \$ (395)                     |
| Actuarial gains and losses | 474             | 168    | 4,460                        |
| Total                      | ¥ 432           | ¥ 126  | \$ 4,065                     |

(6) Components of items recorded in remeasurements of defined benefit plans in accumulated other comprehensive income, before tax, are as follows:

|   | Millions of yen |         | Thousands of<br>U.S. dollars |
|---|-----------------|---------|------------------------------|
|   | 2018            | 2017    | 2018                         |
| Unrecognized past service costs         | ¥ (31)          | ¥ (73)  | \$ (291)                     |
| Unrecognized actuarial gains and losses | 864             | 1,339   | 8,130                        |
| Total                                   | ¥ 833           | ¥ 1,265 | \$ 7,838                     |

(7) Components of plan assets

(a) Percentages to total plan by major category are as follows:

|                   | 2018   | 2017   |
|-------------------|--------|--------|
| Debt securities   | 36.3%  | 43.4%  |
| Equity securities | 36.6   | 31.0   |
| Cash and deposits | 11.8   | 14.9   |
| Call loans        | 0.2    | 3.2    |
| General account   | 6.2    | 6.2    |
| Other             | 8.9    | 1.3    |
| Total             | 100.0% | 100.0% |

Note: 30.3% and 30.7% of the total plan assets consisted of the retirement benefit trust established for the lump-sum payment plan as of March 31, 2018 and 2017, respectively.

(b) Determination of expected long-term rate of plan assets

The expected long-term rate of return on plan assets is determined considering current and expected distribution of plan assets and current and expected long-term rate of return derived from various components of plan assets.

(8) Actuarial assumptions at end of year

|  | <u>2018</u>   | <u>2017</u>   |
|--|---------------|---------------|
| Discount rate                                    | 0.00% - 0.18% | 0.01% - 0.24% |
| Expected long-term rate of return on plan assets | 1.00% - 1.50% | 1.00% - 1.50% |
| Expected rate of salary increase (Note)          | 3.61%         | 3.61%         |

Note: Hokuto maintains a cash balance plan for the defined benefit corporate pension plan, and a point system is adopted for the lump-sum payment plan. Accordingly, the expected rate of salary increase is not included in the basis for calculation of retirement benefit obligations and others for the years ended March 31, 2018 and 2017.

Defined contribution pension plans

The amounts to be contributed to the defined contribution pension plans of the Company and its consolidated subsidiaries were ¥163 million (\$1,533 thousand) and ¥157 million as of March 31, 2018 and 2017, respectively.

**13. Contingent Liabilities**

Guarantee liabilities for corporate bonds acquired through private offering (as defined in Article 2-3 of the Financial Instruments and Exchange Act) among those classified as corporate bonds in “Securities” amounted to ¥8,070 million (\$75,938 thousand) and ¥7,507 million at March 31, 2018 and 2017, respectively.

**14. Shareholders’ Equity**

Japanese banks are required to comply with the Banking Act and the Companies Act. The Companies Act stipulates that neither additional paid-in capital nor the legal reserve is available for dividends, but that both may be used to reduce or eliminate a deficit. Under the Banking Act, an amount which is at least equal to 20% of the aggregate amount of cash dividends and certain appropriations of retained earnings associated with cash outlays applicable to each fiscal period is to be appropriated to the legal reserve until the aggregate amount of the legal reserve and the capital surplus account equals 100% of the amount of share capital. The Companies Act also provides that if the aggregate amount of additional paid-in capital and the legal reserve exceeds 100% of the amount of share capital, the excess may be distributed to the shareholders either as a return of capital or as dividends subject to the approval of the shareholders.

The maximum amount which the bank can distribute as dividends is calculated based on the non-consolidated financial statements of the bank and in accordance with the Companies Act.

Movements in common stock, preferred stock and treasury stock during the years ended March 31, 2018 and 2017 are summarized as follows:

|                         | Number of shares (in thousands) |          |           | March 31, 2018 | Ref. |
|-------------------------|---------------------------------|----------|-----------|----------------|------|
|                         | April 1, 2017                   | Increase | Decrease  |                |      |
| Issued shares:          |                                 |          |           |                |      |
| Common stock            | 181,421                         | -        | -         | 181,421        |      |
| Preferred stock class B | 25,000                          | -        | -         | 25,000         |      |
| <b>Total</b>            | <b>206,421</b>                  | <b>-</b> | <b>-</b>  | <b>206,421</b> |      |
| Treasury stock:         |                                 |          |           |                |      |
| Common stock            | 42                              | 2        | 19        | 25             | Note |
| <b>Total</b>            | <b>42</b>                       | <b>2</b> | <b>19</b> | <b>25</b>      |      |

Note: Increase in number of shares is due to request for purchase of less than one unit. Decrease in number of shares is due to request for sale of less than one unit and sale of the shares held by consolidated subsidiaries.

|                         | Number of shares (in thousands) |              |              | March 31, 2017 | Ref.   |
|-------------------------|---------------------------------|--------------|--------------|----------------|--------|
|                         | April 1, 2016                   | Increase     | Decrease     |                |        |
| Issued shares:          |                                 |              |              |                |        |
| Common stock            | 172,876                         | 8,544        | -            | 181,421        | Note 1 |
| Preferred stock class B | 25,000                          | -            | -            | 25,000         |        |
| <b>Total</b>            | <b>197,876</b>                  | <b>8,544</b> | <b>-</b>     | <b>206,421</b> |        |
| Treasury stock:         |                                 |              |              |                |        |
| Common stock            | 20                              | 1,499        | 1,478        | 42             | Note 2 |
| <b>Total</b>            | <b>20</b>                       | <b>1,499</b> | <b>1,478</b> | <b>42</b>      |        |

Note 1: Increase in number of shares is due to issuance of new shares in connection with the share exchange whereby FIDEA Card Co., Ltd. and FIDEA Information Systems INC became wholly-owned subsidiaries of the Company.

Note 2: Increase in number of shares is due to request for purchase of less than one unit and acquisition of shares by consolidated subsidiaries in connection with the share exchange. Decrease in number of shares is due to request for sale of less than one unit and sale of the acquired shares by consolidated subsidiaries.

## 15. General and Administrative Expenses

General and administrative expenses for the years ended March 31, 2018 and 2017 included the following:

|                             | Millions of yen |          | Thousands of U.S. dollars |
|-----------------------------|-----------------|----------|---------------------------|
|                             | 2018            | 2017     | 2018                      |
| Salaries and allowances     | ¥ 13,221        | ¥ 13,521 | \$ 124,409                |
| Retirement benefit expenses | 712             | 751      | 6,699                     |

## 16. Other Expenses

Other expenses for the years ended March 31, 2018 and 2017 consisted of the following:

|  | Millions of yen |                | Thousands of U.S. dollars |
|--|-----------------|----------------|---------------------------|
|  | 2018            | 2017           | 2018                      |
| Loss on sales of equity securities, etc. | ¥ 272           | ¥ 476          | \$ 2,559                  |
| Loss on disposal of fixed assets         | 121             | 85             | 1,138                     |
| Impairment loss                          | 255             | 22             | 2,399                     |
| Loss on reduction of non-current assets  | 100             | -              | 940                       |
| Other                                    | 1,410           | 981            | 13,268                    |
| <b>Total</b>                             | <b>¥ 2,158</b>  | <b>¥ 1,564</b> | <b>\$ 20,306</b>          |



## 17. Impairment Loss

For the year ended March 31, 2018, with regard to assets from which cash flows declined due to decrease in income from operating activities, idle properties and assets which were determined to be sold, the Company recognized the impairment loss by writing off the carrying amount of each asset to its respective recoverable amount.

| Category             | Area                       | Main use                         | Description        | Impairment loss |                           |
|----------------------|----------------------------|----------------------------------|--------------------|-----------------|---------------------------|
|                      |                            |                                  |                    | Millions of yen | Thousands of U.S. dollars |
| Business assets      | Within Yamagata Prefecture | Banking office – three locations | Land and buildings | ¥ 116           | \$ 1,091                  |
| Business assets      | Within Akita Prefecture    | Banking office – one location    | Buildings          | 0               | 0                         |
| Business assets      | Within Miyagi Prefecture   | Banking office – one location    | Land               | 52              | 489                       |
| Idle assets          | Within Yamagata Prefecture | Idle assets – two locations      | Land               | 25              | 235                       |
| Idle assets          | Within Akita Prefecture    | Idle assets – 21 locations       | Land and buildings | 14              | 131                       |
| Assets held for sale | Within Akita Prefecture    | Banking office – one location    | Land               | 47              | 442                       |
| Total                |                            |                                  |                    | ¥ 255           | \$ 2,399                  |

Banking offices of consolidated subsidiaries in the banking business are grouped by office which is the minimum unit for management accounting purposes. Certain banking office group which operates in cooperation is considered as one unit, and banking offices located in the same building are also considered as one unit. For idle assets and assets held for sale, each asset is considered as the minimum unit. Head office, administrative centers and others are considered as corporate assets since they contribute to generate future cash flows of multiple assets or asset groups.

The Company and consolidated subsidiaries in other than the banking business are grouped by entity as a general rule.

The recoverable amount of relevant asset group is measured at net selling price and calculated by deducting estimated costs to sell from the amount which properly reflects the fair market value such as real estate appraisal value or roadside land prices.

The disclosure of impairment loss for the year ended March 31, 2017 was omitted due to insignificance.

### 18. Other Comprehensive Income

Reclassification adjustments and income tax effect for each component of other comprehensive income for the years ended March 31, 2018 and 2017 were as follows:

|  | Millions of yen |            | Thousands of |
|--|-----------------|------------|--------------|
|  | 2018            | 2017       | U.S. dollars |
| Unrealized gain (loss) on available-for-sale securities: |                 |            | 2018         |
| Gain arising during the year                             | ¥ 461           | ¥ (13,935) | \$ 4,338     |
| Reclassification adjustments                             | 102             | (2,250)    | 959          |
| Before income tax effect                                 | 563             | (16,186)   | 5,297        |
| Income tax effect  | (175)           | 4,929      | (1,646)      |
| Unrealized gain (loss) on available-for-sale securities  | 388             | (11,256)   | 3,651        |
| Remeasurements of defined benefit plans:                 |                 |            |              |
| Adjustments arising during the year                      | 240             | (113)      | 2,258        |
| Reclassification adjustments                             | 192             | 239        | 1,806        |
| Before income tax effect                                 | 432             | 126        | 4,065        |
| Income tax effect  | (131)           | (31)       | (1,232)      |
| Remeasurements of defined benefit plans                  | 301             | 94         | 2,832        |
| Total other comprehensive income                         | ¥ 689           | ¥ (11,162) | \$ 6,483     |

### 19. Cash and Cash Equivalents

A reconciliation of cash and due from banks in the accompanying consolidated balance sheets to cash and cash equivalents in the accompanying consolidated statements of cash flows at March 31, 2018 and 2017 is summarized as follows:

|   | Millions of yen |          | Thousands of |
|---|-----------------|----------|--------------|
|   | 2018            | 2017     | U.S. dollars |
| Cash and due from banks                 | ¥ 156,177       | ¥ 77,180 | \$1,469,624  |
| Due from banks (excluding due from BoJ) | (2,033)         | (4,891)  | (19,130)     |
| Cash and cash equivalents               | ¥ 154,143       | ¥ 72,289 | \$1,450,484  |

## 20. Income Taxes

The tax effect of temporary differences which gave rise to significant portions of the deferred tax assets and liabilities at March 31, 2018 and 2017 consisted of the following:

|  | Millions of yen |           | Thousands of<br>U.S. dollars |
|--|-----------------|-----------|------------------------------|
|  | 2018            | 2017      | 2018                         |
| Deferred tax assets:                             |                 |           |                              |
| Allowance for loan losses                        | ¥ 7,171         | ¥ 7,312   | \$ 67,479                    |
| Defined benefit liability                        | 1,913           | 1,920     | 18,001                       |
| Tax loss carryforwards                           | 1,659           | 2,019     | 15,611                       |
| Depreciation                                     | 695             | 768       | 6,539                        |
| Write-down of securities                         | 98              | 110       | 922                          |
| Other  | 1,214           | 1,037     | 11,423                       |
| Gross deferred tax assets                        | 12,751          | 13,169    | 119,986                      |
| Valuation allowance                              | (5,918)         | (5,937)   | (55,688)                     |
| Total deferred tax assets                        | ¥ 6,833         | ¥ 7,231   | \$ 64,298                    |
| Deferred tax liabilities:                        |                 |           |                              |
| Unrealized gain on available-for-sale securities | ¥ (8,400)       | ¥ (8,225) | \$ (79,043)                  |
| Other  | (601)           | (597)     | (5,655)                      |
| Total deferred tax liabilities                   | (9,001)         | (8,822)   | (84,699)                     |
| Net deferred tax assets (liabilities)            | ¥ (2,168)       | ¥ (1,591) | \$ (20,400)                  |

Reconciliation of the statutory tax rate to the effective tax rate for the year ended March 31, 2018 is omitted since the difference is less than 5% of the effective statutory tax rate.

Reconciliation of the statutory tax rate to the effective tax rate for the year ended March 31, 2017 is as follows:

|   | 2017          |
|---|---------------|
| Normal effective statutory tax rate                                   | 30.81%        |
| Non-deductible expenses such as entertainment expenses                | 0.61          |
| Non-taxable income such as dividend income                            | (7.07)        |
| Per capita inhabitant tax   | 1.16          |
| Valuation allowance   | (9.86)        |
| Consolidation adjustments   | 6.60          |
| Reduction of deferred tax assets due to change in income<br>tax rates | -             |
| Other   | (1.40)        |
| Actual effective tax rate   | <u>20.85%</u> |

## 21. Segment Information

### (1) Segment information

The Group has a single segment of banking business. Accordingly, segment information by reportable segment is omitted.

### (2) Related information

Information by service

| March 31, 2018                          | Millions of yen |                          |          |          |
|---|-----------------|--------------------------|----------|----------|
|   | Lending         | Securities<br>investment | Other    | Total    |
| Ordinary income from external customers | ¥ 22,104        | ¥ 17,283                 | ¥ 11,638 | ¥ 51,026 |

| March 31, 2017                          | Millions of yen |                          |          |          |
|---|-----------------|--------------------------|----------|----------|
|   | Lending         | Securities<br>investment | Other    | Total    |
| Ordinary income from external customers | ¥ 23,088        | ¥ 18,024                 | ¥ 11,072 | ¥ 52,185 |

| March 31, 2018                          | Thousands of U.S. dollars |                          |            |            |
|---|---------------------------|--------------------------|------------|------------|
|   | Lending                   | Securities<br>investment | Other      | Total      |
| Ordinary income from external customers | \$ 207,998                | \$ 162,632               | \$ 109,513 | \$ 480,154 |

“Ordinary income” is defined as income less certain special income included in the accompanying consolidated statements of income.

### Geographic information

#### a. Ordinary income

Information about ordinary income by geographic area for the years ended March 31, 2018 and 2017 is omitted as ordinary income from external customers in Japan was more than 90% of ordinary income in the consolidated statements of income.

#### b. Tangible fixed assets

Information about tangible fixed assets by geographic area as of March 31, 2018 and 2017 is omitted as tangible fixed assets in Japan was more than 90% of “Tangible fixed assets” in the consolidated balance sheets.

### Information by major customer

Information by major customer for the years ended March 31, 2018 and 2017 is omitted since there was no single external customer accounting for 10% or more of the consolidated ordinary income.

## 22. Related Party Transactions

Transactions between the Company's consolidated subsidiaries and their directors and major shareholders as of March 31, 2018 and 2017 and for the years then ended are as follows:

| 2018  |  |                            |                                 |   |                                       |                              |                                       |   |   |                                     |
|---|--|----------------------------|---------------------------------|---|---------------------------------------|------------------------------|---------------------------------------|---|---|-------------------------------------|
| Type  | Name   | Address                    | Capital<br>(Millions of<br>yen) | Business                                | Ownerships<br>of voting<br>rights (%) | Transaction<br>type          | Transaction<br>amount                 | Account   | Balance at<br>March 31,<br>2018                                   |                                     |
| Companies,<br>etc. whose<br>voting rights<br>are owned by<br>the director<br>(including the<br>director of<br>the<br>consolidated<br>subsidiaries)<br>or his/her<br>relatives | Akita Kubota<br>Co., Ltd.<br>Note (1)                | Akita city,<br>Akita Pref. | ¥60                             | Agricultural<br>machines<br>distributor | 0.0% directly<br>held                 | Lending                      | ¥123 million<br>(\$1,157<br>thousand) | Loans and<br>bills<br>discounted                                  | ¥69 million<br>(\$649<br>thousand)                                |                                     |
|   | Netz Toyota<br>Akita Co.,<br>Ltd.<br>Note (2)        | Akita city,<br>Akita Pref. | ¥40                             | Car<br>distributor                      | 0.0% directly<br>held                 | Lending                      | ¥931 million<br>(\$8,760<br>thousand) | Loans and<br>bills<br>discounted                                  | ¥900 million<br>(\$8,468<br>thousand)                             |                                     |
|   | Toyota Renta<br>Lease Akita<br>Co., Ltd.<br>Note (2) | Akita city,<br>Akita Pref. | ¥36                             | Rental and<br>lease of<br>vehicles      | 0.0% directly<br>held                 | Lending                      | ¥300 million<br>(\$2,822<br>thousand) | Loans and<br>bills<br>discounted                                  | ¥300 million<br>(\$2,822<br>thousand)                             |                                     |
|   | Ugo Setsubi<br>Co., Ltd.<br>Note (3)                 | Akita city,<br>Akita Pref. | ¥20                             | Pipe works                              | 0.0% directly<br>held                 | Lending                      | ¥27 million<br>(\$254<br>thousand)    | -   | -   |                                     |
|   | Ugo<br>Densetsu<br>Kogyo Co.,<br>Ltd.<br>Note (4)    | Akita city,<br>Akita Pref. | ¥30                             | Electric<br>works                       | 0.0% directly<br>held                 | Guarantee for<br>liabilities | ¥7 million<br>(\$65<br>thousand)      | Customers'<br>liabilities for<br>acceptances<br>and<br>guarantees | ¥4 million<br>(\$37<br>thousand)                                  |                                     |
|   | Ugo<br>Hatsuhenden<br>Koji Co., Ltd.<br>Note (4)     | Akita city,<br>Akita Pref. | ¥20                             | Electric<br>works                       | -                                     | Lending                      | ¥51 million<br>(\$479<br>thousand)    | -   | -   |                                     |
|   |  |                            |                                 |   |                                       |                              | Guarantee for<br>liabilities          | ¥81 million<br>(\$762<br>thousand)                                | Customers'<br>liabilities for<br>acceptances<br>and<br>guarantees | ¥103 million<br>(\$969<br>thousand) |
|   |  |                            |                                 |   |                                       |                              | Lending                               | ¥22 million<br>(\$207<br>thousand)                                | Loans and<br>bills<br>discounted                                  | ¥10 million<br>(\$94<br>thousand)   |
|   |  |                            |                                 |   |                                       |                              | Guarantee for<br>liabilities          | ¥0 million<br>(\$0<br>thousand)                                   | -   | -                                   |
|   |  |                            |                                 |   |                                       |                              |                                       |   |   |                                     |
| 2017  |  |                            |                                 |   |                                       |                              |                                       |   |   |                                     |
| Type  | Name   | Address                    | Capital<br>(Millions of<br>yen) | Business                                | Ownerships<br>of voting<br>rights (%) | Transaction<br>type          | Transaction<br>amount                 | Account   | Balance at<br>March 31,<br>2017                                   |                                     |
| Companies,<br>etc. whose<br>voting rights<br>are owned by<br>the director<br>of the<br>consolidated<br>subsidiary or<br>his/her<br>relatives                                  | Akita Kubota<br>Co., Ltd.<br>Note (1)                | Akita city,<br>Akita Pref. | ¥60                             | Agricultural<br>machines<br>distributor | 0.0% directly<br>held                 | Lending                      | ¥169 million                          | Loans and<br>bills<br>discounted                                  | ¥109 million  |                                     |
|   |  |                            |                                 |   |                                       | Guarantee for<br>liabilities | ¥0 million                            | -   | -   |                                     |
|   | Netz Toyota<br>Akita Co.,<br>Ltd.<br>Note (2)        | Akita city,<br>Akita Pref. | ¥40                             | Car<br>distributor                      | 0.0% directly<br>held                 | Lending                      | ¥703 million                          | Loans and<br>bills<br>discounted                                  | ¥900 million  |                                     |
|   | Toyota Renta<br>Lease Akita<br>Co., Ltd.<br>Note (2) | Akita city,<br>Akita Pref. | ¥36                             | Rental and<br>lease of<br>vehicles      | 0.0% directly<br>held                 | Lending                      | ¥300 million                          | Loans and<br>bills<br>discounted                                  | ¥300 million  |                                     |
|   | Ugo Setsubi<br>Co., Ltd.<br>Note (3)                 | Akita city,<br>Akita Pref. | ¥20                             | Pipe works                              | 0.0% directly<br>held                 | Lending                      | ¥21 million                           | Loans and<br>bills<br>discounted                                  | ¥112 million  |                                     |
|   |  |                            |                                 |   |                                       |                              | Guarantee for<br>liabilities          | ¥7 million  | Customers'<br>liabilities for<br>acceptances<br>and<br>guarantees | ¥3 million                          |
|   | Ugo<br>Densetsu<br>Kogyo Co.,<br>Ltd.<br>Note (4)    | Akita city,<br>Akita Pref. | ¥30                             | Electric<br>works                       | 0.0% directly<br>held                 | Lending                      | ¥26 million                           | -   | -   |                                     |
|   |  |                            |                                 |   |                                       |                              | Guarantee for<br>liabilities          | ¥36 million   | Customers'<br>liabilities for<br>acceptances<br>and<br>guarantees | ¥25 million                         |
|   | Ugo<br>Hatsuhenden<br>Koji Co., Ltd.<br>Note (4)     | Akita city,<br>Akita Pref. | ¥20                             | Electric<br>works                       | -                                     | Lending                      | ¥35 million                           | Loans and<br>bills<br>discounted                                  | ¥3 million  |                                     |
|   |  |                            |                                 |   |                                       |                              |                                       |   |   |                                     |

- Notes: (1) Akita Kubota Co., Ltd. is a subsidiary of Ishii Shoji Co., Ltd. Tadanari Ishii, who is a director of Hokuto which is a significant consolidated subsidiary of the Company, and his relatives own the majority of voting rights of Ishii Shoji Co., Ltd.
- (2) Tadanari Ishii, who is a director of Hokuto which is a significant consolidated subsidiary of the Company, his relatives and Ishii Shoji Co., Ltd. own the majority of voting rights of Netz Toyota Akita Co., Ltd. Toyota Rent a Lease Akita Co., Ltd. is a subsidiary of Netz Toyota Akita Co., Ltd.
- (3) As of March 2018, Hiroyuki Sato, who is a director of the Company, his relatives and Shin-ichi Nanayama, a director and audit & supervisory board member of Hokuto, which is a significant consolidated subsidiary of the Company, own the majority of voting rights of Ugo Setsubi Co., Ltd. As of March 2017, Hiroyuki Sato, who is a director of Hokuto, which is a significant consolidated subsidiary of the Company, his relatives and Shin-ichi Nanayama, a director and audit & supervisory board member of Hokuto, own the majority of voting rights of Ugo Setsubi Co., Ltd.
- (4) Shin-ichi Nanayama, a director and audit & supervisory board member of Hokuto which is a significant consolidated subsidiary of the Company, and his relatives own the majority of voting rights of Ugo Densetsu Kogyo Co., Ltd. Ugo Hatsuhenden Koji Co., Ltd. is a subsidiary of Ugo Densetsu Kogyo Co., Ltd.
- (5) The transactions are with Hokuto, which is a significant consolidated subsidiary of the Company, and the trading conditions and policies are the same as those of the transactions with general parties.
- (6) The transaction amount is shown by the average balance.

There is no other related party transaction to be disclosed for the years ended March 31, 2018 and 2017.

## 23. Financial Instruments and Related Disclosures

### 1. Status of Financial Instruments

#### (1) Policy on financial instruments

The Group is engaged in financial information services centering on banking business such as deposit-taking and lending services for domestic corporate and individual customers and management of securities such as debt and equity securities and investment trusts. The Group accepts risk as long as it remains financially healthy and intends to improve its earning power in order to continue to conduct these services.

The Group holds financial assets and liabilities exposed to the fluctuation risk of interest rates. Accordingly, the Group conducts asset and liability management (ALM) and enters into derivative transactions if necessary in order to avoid adverse effect by the interest-rate fluctuation.

#### (2) Contents of financial instruments and their risks

Financial assets held by the Group mainly consist of loans and bills discounted to domestic corporate and individual customers, which are exposed to credit risk arising from customers' nonperformance of contractual obligations. In addition, securities, principally consisting of equity securities, debt securities, investment trusts and investment in partnerships, are held for the purposes of net investment and strategic investment. These financial assets are exposed to credit risk of issuers and fluctuation risk of interest rates and market prices.

Major financial liabilities, consisting of deposits and negotiable certificates of deposit, are principally deposits accepted from domestic corporate and individual customers. They require attentions to liquidity risk arising from concentrated cancellation of deposits, but most of those deposits are from individual customers and accordingly, the risk is dispersed to small accounts. The liquidity risk is also controlled by limiting the ratio of large deposit accounts to a certain level.

Derivative contracts which the Group enters into consist of interest rate swaps employed as part of ALM and futures of debt securities held as available-for-sale securities, options, etc. These derivatives are not entered into for speculative purpose but mainly for hedging purposes.

#### (3) Risk management system for financial instruments

The Group has established the "Basic Policy on Risk Management" and various risk control rules and a system to conduct the risk management as follows:

##### a. Credit risk management:

In accordance with the "Credit Policy" and "Credit Risk Management Rule," for loans and bills discounted, a credit control system has been established and maintained, including credit review by individual contract, credit limit control, credit information control, internal ratings, retrospective control including self-assessment, establishment of guaranty and security, countermeasures for problem accounts, credit concentration risk management, etc. These credit controls are performed by the loan departments in addition to each operating office, being reported to and discussed at the management meetings on a regular basis. Furthermore, the status of credit control is examined by the internal audit department.

b. Market risk management:

For market transactions, front office, middle office and back office, each of which is independent of others, are mutually controlled.

*Interest rate risk management:*

The Group manages the fluctuation risk of interest rates by ALM. In accordance with the “Market Risk Management Rule,” the Group measures the exposure of interest rate risk, monitoring by gap analysis and sensitivity analysis on a regular basis, and the monitoring results are reported to the management meetings on a regular basis. In addition, the future countermeasures based on the analysis of current status are discussed.

*Foreign exchange risk management:*

The Group manages foreign exchange risk, in accordance with the “Market Risk Management Rule,” by establishing total positions and loss limits or entering into hedging activities.

*Price fluctuation risk management:*

The Group manages price fluctuation risk in accordance with “Market Risk Management Rule.” Risk exposures to securities are monitored for usage against the pre-set limit by the Risk Control Department on a daily basis based on Value at Risk (VaR) and other risk indexes such as 10BVP and reported to the management meetings.

*Derivative transactions:*

With respect to derivative transactions, the Group segregates the duties of the departments responsible for execution of transactions, verification of hedge effectiveness, and operation administration and conducts transactions under the management and control based on the handling rules.

*Quantitative information about market risk:*

Financial instruments not for trading purposes

The Group identifies and manages the market risk volume using VaR on a daily basis (monthly basis with regard to interest rate risk volume of deposits, loans and bills discounted, etc.), since the Group holds many financial instruments whose fair values fluctuate on a daily basis and such fluctuation amount is greater than other risk categories. The market risk volume of the Group is controlled as the total amounts of market risk volume of Shonai and Hokuto which are the subsidiaries.

Market risk volume of the banking business of the Group at March 31, 2018 and 2017 and for the years then ended was as follows:

|   | Billions of yen |         |         |                           |
|---|-----------------|---------|---------|---------------------------|
|   | 2018            |         |         |                           |
|   | Average         | Maximum | Minimum | As of the fiscal year-end |
| Due from banks, loans and bills discounted and others | ¥ 0.0           | ¥ 0.0   | ¥ 0.0   | ¥ 0.0                     |
| Securities:   | 27.3            | 35.2    | 21.7    | 23.3                      |
| Debt securities                                       | 5.8             | 8.8     | 3.4     | 3.4                       |
| Equity securities                                     | 5.6             | 7.7     | 4.2     | 6.4                       |
| Other   | 19.9            | 25.5    | 15.5    | 15.6                      |

| Billions of yen  |         |         |         |                              |
|--|---------|---------|---------|------------------------------|
| 2017   |         |         |         |                              |
|  | Average | Maximum | Minimum | As of the<br>fiscal year-end |
| Due from banks, loans and bills<br>discounted and others | ¥ 0.0   | ¥ 0.0   | ¥ 0.0   | ¥ 0.0                        |
| Securities:  | 51.0    | 55.0    | 35.1    | 35.1                         |
| Debt securities  | 13.1    | 16.3    | 8.8     | 8.8                          |
| Equity securities  | 12.8    | 14.9    | 7.7     | 7.7                          |
| Other  | 30.3    | 32.9    | 24.7    | 24.8                         |

  

| Millions of U.S. dollars                                 |         |         |         |                              |
|--|---------|---------|---------|------------------------------|
| 2018   |         |         |         |                              |
|  | Average | Maximum | Minimum | As of the<br>fiscal year-end |
| Due from banks, loans and bills<br>discounted and others | \$ 0    | \$ 0    | \$ 0    | \$ 0                         |
| Securities:  | 256     | 331     | 204     | 219                          |
| Debt securities  | 54      | 82      | 31      | 31                           |
| Equity securities  | 52      | 72      | 39      | 60                           |
| Other  | 187     | 239     | 145     | 146                          |

- (\*1) VaR is measured in principle using the variance/co-variance method.
- (\*2) Holding period is assumed to be 60 business days for higher market liquidity financial instruments such as Japanese government bonds, municipal bonds, listed equity securities (excluding strategic investments), etc., 250 business days for cross-holding shares of listed equity securities, and 125 or 250 business days for less market liquidity financial instruments, due from banks, loans and bills discounted, etc.
- (\*3) 99 % is used for confidence interval, and 250 business days are used as extraction period of market data to measure volatility.
- (\*4) The total amount does not agree with the sum of the individual amounts since correlation between the risk factors of debt securities and equity securities is taken into account.
- (\*5) The current interest rate risk volume of deposits, loans and bills discounted, etc., represents decreasing interest rate risk, not increasing interest rate risk. The increasing interest rate risk is managed as internal control. Therefore, the interest rate risk volume of due from banks, loans and bills discounted and others is considered to be zero.

Within the Group, each banking subsidiary implements backtests comparing the VaR of one day holding period measured by the model and actual change in losses, in order to verify the accuracy of the measurement model of the market risk volume concerning the VaR of securities.

The measurement model currently in use is deemed to capture the market risk on the reasonably accurate basis. However, the Group will take conservative actions as necessary when VaR is expected to increase due to an increase in volatility.

In implementing the risk management using the VaR, the following particular points are paid attention to:

- (i) Quantitative information such as VaR of market risk is determined based on the statistical assumptions and may result in a different value depending on the different assumptions and calculation methods.
- (ii) Quantitative information such as VaR of market risk is a statistical value calculated based on the assumptions and not intended to estimate the amount of maximum losses. Profit or loss is assumed to exceed VaR on the frequency corresponding to the confidence interval.



(iii) Future market conditions may differ significantly from the past.

Financial instruments for trading purposes are excluded from the scope of disclosure, since the outstanding balance at any banking subsidiary is very insignificant and the materiality of effect on the management is quite limited.

c. Liquidity risk management:

The Group sets limits on liquidity risk management and reports to the management meetings, monitoring the results on a daily basis in accordance with the “Liquidity Risk Management Rule.”

(4) Supplementary explanation about fair value of financial instruments

The fair value of financial instruments includes, in addition to the value determined based on the market price, a valuation calculated on a reasonable basis, such as theoretical price if no market price is available. Since certain assumptions are used in calculating the value, the result of such calculation may vary if different assumptions are used.

2. Fair value of financial instruments

The carrying amount, the fair value and their difference as of March 31, 2018 and 2017 were as follows. Note that unlisted equity securities for which fair value is extremely difficult to determine are not included in the following table (See Note 2 below).

| March 31, 2018                                 | Millions of yen    |                    |                 |
|--|--------------------|--------------------|-----------------|
|  | Carrying amount    | Fair value         | Difference      |
| Cash and due from banks                        | ¥ 156,177          | ¥ 156,177          | ¥ -             |
| Monetary claims bought (*1)                    | 4,100              | 4,100              | -               |
| Trading account securities:                    |                    |                    |                 |
| Trading securities                             | 303                | 303                | -               |
| Money held in trust                            | 14,002             | 14,002             | -               |
| Securities:                                    |                    |                    |                 |
| Available-for-sale securities                  | 741,175            | 741,175            | -               |
| Loans and bills discounted:                    | 1,738,367          |                    |                 |
| Allowance for loan losses (*1)                 | (14,304)           |                    |                 |
|  | 1,724,062          | 1,758,436          | 34,374          |
| Foreign exchange assets (*1)                   | 2,144              | 2,144              | -               |
| <b>Total assets</b>                            | <b>¥ 2,641,966</b> | <b>¥ 2,676,340</b> | <b>¥ 34,374</b> |
| Deposits                                       | ¥ 2,429,106        | ¥ 2,429,243        | ¥ 136           |
| Negotiable certificates of deposit             | 99,843             | 99,843             | -               |
| Payables under securities lending transactions | 60,778             | 60,778             | -               |
| Borrowed money                                 | 15,100             | 15,162             | 62              |
| Foreign exchange liabilities                   | 52                 | 52                 | -               |
| Bonds payable                                  | -                  | -                  | -               |
| <b>Total liabilities</b>                       | <b>¥ 2,604,880</b> | <b>¥ 2,605,080</b> | <b>¥ 199</b>    |
| Derivative transactions (*2):                  |                    |                    |                 |
| To which hedge accounting is not applied       | ¥ 334              | ¥ 334              | ¥ -             |
| <b>Total derivative transactions</b>           | <b>¥ 334</b>       | <b>¥ 334</b>       | <b>¥ -</b>      |

| March 31, 2017                                 | Millions of yen    |                    |                 |
|--|--------------------|--------------------|-----------------|
|  | Carrying amount    | Fair value         | Difference      |
| Cash and due from banks                        | ¥ 77,180           | ¥ 77,180           | ¥ -             |
| Monetary claims bought (*1)                    | 3,821              | 3,821              | -               |
| Trading account securities:                    |                    |                    |                 |
| Trading securities                             | 704                | 704                | -               |
| Money held in trust                            | 9,606              | 9,606              | -               |
| Securities:                                    |                    |                    |                 |
| Available-for-sale securities                  | 934,013            | 934,013            | -               |
| Loans and bills discounted:                    | 1,759,326          |                    |                 |
| Allowance for loan losses (*1)                 | (16,188)           |                    |                 |
|  | 1,743,137          | 1,779,814          | 36,676          |
| Foreign exchange assets (*1)                   | 2,054              | 2,054              | -               |
| <b>Total assets</b>                            | <b>¥ 2,770,519</b> | <b>¥ 2,807,196</b> | <b>¥ 36,676</b> |
| Deposits                                       | ¥ 2,392,320        | ¥ 2,392,621        | ¥ 300           |
| Negotiable certificates of deposit             | 141,595            | 141,595            | -               |
| Payables under securities lending transactions | 129,789            | 129,789            | -               |
| Borrowed money                                 | 16,400             | 16,519             | 119             |
| Foreign exchange liabilities                   | 36                 | 36                 | -               |
| Bonds payable                                  | 5,000              | 5,063              | 63              |
| <b>Total liabilities</b>                       | <b>¥ 2,685,143</b> | <b>¥ 2,685,627</b> | <b>¥ 484</b>    |
| Derivative transactions (*2):                  |                    |                    |                 |
| To which hedge accounting is not applied       | ¥ 1,188            | ¥ 1,188            | ¥ -             |
| <b>Total derivative transactions</b>           | <b>¥ 1,188</b>     | <b>¥ 1,188</b>     | <b>¥ -</b>      |

| March 31, 2018                                 | Thousands of U.S. dollars |                      |                   |
|--|---------------------------|----------------------|-------------------|
|  | Carrying amount           | Fair value           | Difference        |
| Cash and due from banks                        | \$ 1,469,624              | \$ 1,469,624         | \$ -              |
| Monetary claims bought (*1)                    | 38,580                    | 38,580               | -                 |
| Trading account securities:                    |                           |                      |                   |
| Trading securities                             | 2,851                     | 2,851                | -                 |
| Money held in trust                            | 131,758                   | 131,758              | -                 |
| Securities:                                    |                           |                      |                   |
| Available-for-sale securities                  | 6,974,451                 | 6,974,451            | -                 |
| Loans and bills discounted:                    | 16,358,022                |                      |                   |
| Allowance for loan losses (*1)                 | (134,600)                 |                      |                   |
|  | 16,223,412                | 16,546,871           | 323,459           |
| Foreign exchange assets (*1)                   | 20,175                    | 20,175               | -                 |
| <b>Total assets</b>                            | <b>\$ 24,860,882</b>      | <b>\$ 25,184,341</b> | <b>\$ 323,459</b> |
| Deposits                                       | \$ 22,857,871             | \$ 22,859,160        | \$ 1,279          |
| Negotiable certificates of deposit             | 939,521                   | 939,521              | -                 |
| Payables under securities lending transactions | 571,920                   | 571,920              | -                 |
| Borrowed money                                 | 142,090                   | 142,674              | 583               |
| Foreign exchange liabilities                   | 489                       | 489                  | -                 |
| Bonds payable                                  | -                         | -                    | -                 |
| <b>Total liabilities</b>                       | <b>\$ 24,511,903</b>      | <b>\$ 24,513,785</b> | <b>\$ 1,872</b>   |
| Derivative transactions (*2):                  |                           |                      |                   |
| To which hedge accounting is not applied       | \$ 3,142                  | \$ 3,142             | \$ -              |
| <b>Total derivative transactions</b>           | <b>\$ 3,142</b>           | <b>\$ 3,142</b>      | <b>\$ -</b>       |

(\*1) General and specific allowances for loan losses corresponding to loans and bills discounted are deducted. With respect to allowance for loan losses related to monetary claims bought and foreign exchange assets, carrying amount is shown, net of allowance, since the amount is insignificant.

(\*2) Assets and liabilities arising from derivative transactions are presented in net amounts, and net liabilities are shown in parenthesis.

(Note 1) Calculation method for the fair value of financial instruments

**Assets:**

*Cash and due from banks*

For due from banks without maturity, the carrying amount is presented as the fair value since the fair value approximates the carrying amount. For due from banks with maturity, the carrying amount is presented as the fair value since the fair value approximates the carrying amount because the remaining maturity is mostly short (within one year).

*Monetary claims bought*

The carrying amount is presented as the fair value since the fair value approximates the carrying amount because the remaining term is short (within one year).

*Trading account securities*

For securities such as debt securities held for dealing purpose, the fair value is determined using the price at the exchange or the price presented by the financial institutions with which they are transacted.

*Money held in trust*

For securities that are invested as part of trust assets in an independently managed money trust with the primary purpose of managing securities, the fair value of equity securities is determined using the price at the exchange and the fair value of debt securities is determined using the price at the exchange or the price presented by the

financial institutions with which they are transacted.

#### *Securities*

The fair value of equity securities is determined using the price at the exchange (average market price during one month before the fiscal year-end) and the fair value of debt securities is determined using the price at the exchange or the price presented by the financial institutions with which they are transacted. The fair value of investment trust is determined based on the published standard quotation price.

For privately placed bonds, the fair value is determined by discounting the future cash flows of bonds categorized based on the internal ratings and terms using credit risk spread by credit rating and market interest rate.

#### *Loans and bills discounted*

For the loans and bills discounted with short remaining terms (within one year), the carrying amount is presented as the fair value since the fair value approximates the carrying amount. For the loans and bills discounted without predetermined maturity because of characteristics such as the loans and bills discounted being limited within the amount of the pledged assets, the carrying amount is presented as the fair value since the fair value is considered to approximate the carrying amount considering the expected repayment term and interest rate conditions.

The fair value of the loans and bills discounted with fixed interest rates categorized by type of loans and bills discounted, internal rating and term is calculated by discounting the total of principal and interest using credit risk spread by credit rating and market interest rate. The fair value of the loans and bills discounted with floating interest rates, categorized by internal rating and term, is calculated by discounting the total of principal and interest, basically until the interest maturity date, using credit risk spread by credit rating and market interest rate. Credit risk spread is calculated by remaining term based on accumulated default rate by credit rating and loss rate by debtor classification.

For loans and bills discounted due from bankrupt, virtually bankrupt or potentially bankrupt borrowers, loan losses are estimated based on factors such as the present value of estimated future cash flows or the expected amount to be collected from collaterals and guarantees. Since the fair value of these items approximates the carrying amount net of the recorded amount of allowance for loan losses, such carrying amount is presented as the fair value.

#### *Foreign exchange assets*

Foreign exchange assets consist of foreign currency deposits with other banks (due from other foreign banks) and export bills and traveler's checks, etc. (foreign bills bought). For these items, the carrying amount is presented as the fair value, since the fair value approximates the carrying amount because they are deposit without maturity or have short-term remaining terms (within one year).

## **Liabilities:**

### *Deposits and Negotiable certificates of deposit*

For demand deposits, the amount payable on demand as of the balance sheet date (i.e., the carrying amount) is considered to be the fair value. The fair value of time deposit is determined using the discounted present value of future cash flows, grouping by certain maturity length. The discount rate used is the interest rate that would be applied to newly accepted deposits. For deposits whose remaining term is short (within one year), the carrying amount is presented as the fair value since the fair value approximates the carrying amount.

### *Payables under securities lending transactions*

The carrying amount is presented as the fair value since the fair value approximates the carrying amount because the remaining term is short (within one year).

### *Borrowed money*

For borrowed money whose remaining term is short (within one year), the carrying amount is presented as the fair value since the fair value approximates the carrying amount.

For subordinated borrowed money whose remaining term is more than one year and which is subject to call option giving a right to redeem before maturity and step-up clause, the fair value is calculated by discounting the estimated cash flows after taking into consideration the possibility of redemption before maturity by the interest rate corresponding to the estimated period after taking into consideration credit risk of the consolidated subsidiaries.

### *Foreign exchange liabilities*

The carrying amount is presented as the fair value, since the fair value of these liabilities approximates the carrying amount because they are settled within a short period of time.

### *Bonds payable*

For subordinated bonds payable issued by the principal consolidated subsidiary of the Company and subject to call option giving a right to redeem before maturity and step-up clause, the fair value is calculated by discounting the estimated cash flows after taking into consideration the possibility of redemption before maturity by the interest rate corresponding to the estimated period after taking into consideration credit risk of the related subsidiary.

## **Derivative transactions:**

Please see Note 24.

(Note 2) Financial instruments whose fair value is extremely difficult to determine are as follows. These financial instruments are not included in “Securities” under “Assets” of the fair value information of financial instruments.

|                                      | Millions of yen |         | Thousands of<br>U.S. dollars |
|--------------------------------------|-----------------|---------|------------------------------|
|                                      | 2018            | 2017    | 2018                         |
| Unlisted equity securities (*1) (*2) | ¥ 1,547         | ¥ 1,548 | \$ 14,557                    |
| Investment in partnerships (*3)      | 1,962           | 1,820   | 18,462                       |
| Total                                | ¥ 3,510         | ¥ 3,369 | \$ 33,029                    |

(\*1) The fair value of unlisted equity securities is not disclosed since no market price is available and it is extremely difficult to determine the fair value.

(\*2) The Company recognized write-down of unlisted equity securities in an amount of ¥0 million (\$0 thousand) and ¥14 million for the years ended March 31, 2018 and 2017, respectively.

(\*3) The fair value of investment in partnerships whose assets consist of securities such as unlisted equity securities whose fair value is extremely difficult to determine is not disclosed.

(Note 3) Repayment schedule of monetary receivables and securities with contractual maturities subsequent to March 31, 2018

| Millions of yen                              |                         |  |  |  |   |                     |
|--|-------------------------|--|--|--|---|---------------------|
| March 31, 2018                               | Due in one year or less | Due after one year through three years | Due after three years through five years | Due after five years through seven years | Due after seven years through ten years | Due after ten years |
| Due from banks (*1)                          | ¥ 123,559               | ¥ -                                    | ¥ -                                      | ¥ -                                      | ¥ -                                     | ¥ -                 |
| Monetary claims bought                       | 4,121                   | -                                      | -  | -  | -                                       | -                   |
| Securities:                                  |                         |  |  |  |   |                     |
| Available-for-sale securities with maturity: | 66,527                  | 170,711                                | 133,518                                  | 54,653                                   | 97,587                                  | 126,244             |
| Japanese government bonds                    | 25,500                  | 104,400                                | 29,000                                   | 14,500                                   | 2,000                                   | 19,000              |
| Municipal bonds                              | 19,125                  | 30,323                                 | 52,714                                   | 23,439                                   | 39,146                                  | 40,861              |
| Corporate bonds                              | 14,354                  | 12,978                                 | 8,673                                    | 6,593                                    | 3,803                                   | 43,602              |
| Other  | 7,548                   | 23,009                                 | 43,131                                   | 10,120                                   | 52,637                                  | 22,780              |
| Loans and bills discounted (*2)              | 270,691                 | 305,635                                | 259,964                                  | 192,624                                  | 189,147                                 | 423,838             |
| <b>Total</b>                                 | <b>¥ 464,900</b>        | <b>¥ 476,347</b>                       | <b>¥ 393,482</b>                         | <b>¥ 247,278</b>                         | <b>¥ 286,734</b>                        | <b>¥ 550,082</b>    |

| Thousands of U.S. dollars                    |                         |  |  |  |   |                     |
|--|-------------------------|--|--|--|---|---------------------|
| March 31, 2018                               | Due in one year or less | Due after one year through three years | Due after three years through five years | Due after five years through seven years | Due after seven years through ten years | Due after ten years |
| Due from banks (*1)                          | \$ 1,162,689            | \$ -                                   | \$ -                                     | \$ -                                     | \$ -                                    | \$ -                |
| Monetary claims bought                       | 38,778                  | -                                      | -  | -  | -                                       | -                   |
| Securities:                                  |                         |  |  |  |   |                     |
| Available-for-sale securities with maturity: | 626,018                 | 1,606,389                              | 1,256,403                                | 514,284                                  | 918,293                                 | 1,187,955           |
| Japanese government bonds                    | 239,954                 | 982,403                                | 272,889                                  | 136,444                                  | 18,819                                  | 178,789             |
| Municipal bonds                              | 179,966                 | 285,339                                | 496,038                                  | 220,560                                  | 368,363                                 | 384,501             |
| Corporate bonds                              | 135,071                 | 122,122                                | 81,612                                   | 62,040                                   | 35,786                                  | 410,294             |
| Other  | 71,026                  | 216,514                                | 405,862                                  | 95,229                                   | 495,313                                 | 214,359             |
| Loans and bills discounted (*2)              | 2,547,200               | 2,876,023                              | 2,446,259                                | 1,812,590                                | 1,779,872                               | 3,988,312           |
| <b>Total</b>                                 | <b>\$ 4,374,705</b>     | <b>\$ 4,482,422</b>                    | <b>\$ 3,702,663</b>                      | <b>\$ 2,326,884</b>                      | <b>\$ 2,698,165</b>                     | <b>\$ 5,176,267</b> |

(\*1) Due from banks without maturity is shown under "Due in one year or less."

(\*2) Loans and bills discounted as of March 31, 2018 do not include ¥30,900 million (\$290,768 thousand) of receivables such as those due from bankrupt, virtually bankrupt or potentially bankrupt borrowers since these are not certain when they can be collected or redeemed, and ¥65,564 million (\$616,956 thousand) of receivables without maturity.

(Note 4) Repayment schedule of bonds payable, borrowed money and other interest bearing liabilities subsequent to March 31, 2018

| Millions of yen                                |                         |  |  |  |   |                     |
|--|-------------------------|--|--|--|---|---------------------|
| March 31, 2018                                 | Due in one year or less | Due after one year through three years | Due after three years through five years | Due after five years through seven years | Due after seven years through ten years | Due after ten years |
| Deposits (*)                                   | ¥ 2,158,655             | ¥ 108,968                              | ¥ 8,940                                  | ¥ -                                      | ¥ -                                     | ¥ -                 |
| Negotiable certificates of deposit             | 99,843                  | -                                      | -  | -  | -                                       | -                   |
| Payables under securities lending transactions | 60,778                  | -                                      | -  | -  | -                                       | -                   |
| Borrowed money                                 | 1,700                   | 5,700                                  | 2,700                                    | 5,000                                    | -                                       | -                   |
| Bonds payable                                  | -                       | -                                      | -  | -  | -                                       | -                   |
| <b>Total</b>                                   | <b>¥ 2,320,976</b>      | <b>¥ 114,668</b>                       | <b>¥ 11,640</b>                          | <b>¥ 5,000</b>                           | <b>¥ -</b>                              | <b>¥ -</b>          |

| Thousands of U.S. dollars                      |                         |  |  |  |   |                     |
|--|-------------------------|--|--|--|---|---------------------|
| March 31, 2018                                 | Due in one year or less | Due after one year through three years | Due after three years through five years | Due after five years through seven years | Due after seven years through ten years | Due after ten years |
| Deposits (*)                                   | \$20,312,929            | \$ 1,025,388                           | \$ 84,125                                | \$ -                                     | \$ -                                    | \$ -                |
| Negotiable certificates of deposit             | 939,521                 | -                                      | -  | -  | -                                       | -                   |
| Payables under securities lending transactions | 571,920                 | -                                      | -  | -  | -                                       | -                   |
| Borrowed money                                 | 15,996                  | 53,636                                 | 25,406                                   | 47,049                                   | -                                       | -                   |
| Bonds payable                                  | -                       | -                                      | -  | -  | -                                       | -                   |
| <b>Total</b>                                   | <b>\$21,840,368</b>     | <b>\$ 1,079,025</b>                    | <b>\$ 109,532</b>                        | <b>\$ 47,049</b>                         | <b>\$ -</b>                             | <b>\$ -</b>         |

(\*) Demand deposits are shown under “Due in one year or less” of deposits.

## 24. Derivatives

### Derivative transactions to which hedge accounting is not applied

With respect to derivatives to which hedge accounting is not applied, contract amount or notional principal, fair value and related valuation gain or loss by transaction type at the balance sheet date and calculation method of the fair value were as follows. Note that contract amounts do not represent the market risk exposure associated with the derivative transactions.

Currency related derivatives at March 31, 2018 and 2017 were as follows:

| March 31, 2018                      | Millions of yen |               |            |                          |
|-------------------------------------|-----------------|---------------|------------|--------------------------|
|                                     | Contract amount |               | Fair value | Valuation gain<br>(loss) |
|                                     | Total           | Over one year |            |                          |
| <b>OTC transactions:</b>            |                 |               |            |                          |
| Forward foreign exchange contracts: |                 |               |            |                          |
| Sold                                | ¥ 84,733        | ¥ 42          | ¥ 376      | ¥ 376                    |
| Bought                              | 965             | 42            | (41)       | (41)                     |
| <b>Total</b>                        |                 |               | ¥ 334      | ¥ 334                    |

| March 31, 2017                      | Millions of yen |               |            |                          |
|-------------------------------------|-----------------|---------------|------------|--------------------------|
|                                     | Contract amount |               | Fair value | Valuation gain<br>(loss) |
|                                     | Total           | Over one year |            |                          |
| <b>OTC transactions:</b>            |                 |               |            |                          |
| Forward foreign exchange contracts: |                 |               |            |                          |
| Sold                                | ¥ 139,820       | ¥ 497         | ¥ 1,165    | ¥ 1,165                  |
| Bought                              | 2,532           | 494           | 22         | 22                       |
| <b>Total</b>                        |                 |               | ¥ 1,188    | ¥ 1,188                  |

| March 31, 2018                      | Thousands of U.S. dollars |               |            |                          |
|-------------------------------------|---------------------------|---------------|------------|--------------------------|
|                                     | Contract amount           |               | Fair value | Valuation gain<br>(loss) |
|                                     | Total                     | Over one year |            |                          |
| <b>OTC transactions:</b>            |                           |               |            |                          |
| Forward foreign exchange contracts: |                           |               |            |                          |
| Sold                                | \$ 797,336                | \$ 395        | \$ 3,538   | \$ 3,538                 |
| Bought                              | 9,080                     | 395           | (385)      | (385)                    |
| <b>Total</b>                        |                           |               | \$ 3,142   | \$ 3,142                 |

Notes: (1) Above transactions are stated at the fair value, and the related valuation gain (loss) are reported in the consolidated statements of income.

(2) The fair value is calculated using the discounted present value.

### Derivative transactions to which hedge accounting is applied

With respect to derivatives to which hedge accounting is applied, contract amount or notional principal and fair value at the balance sheet date by transaction type and hedge accounting method and calculation method of the fair value were as follows. Note that contract amounts do not represent the market risk exposure associated with the derivative transactions.

There was no derivative transaction to which hedge accounting is applied at March 31, 2018 and 2017.



## 25. Amounts per Share

Amounts per share at March 31, 2018 and 2017 and for the years then ended are summarized as follows:

|             | Yen      |          | U.S. dollars |
|-------------|----------|----------|--------------|
|             | 2018     | 2017     | 2018         |
| Net assets  | ¥ 581.32 | ¥ 560.77 | \$ 5.4702    |
| Net income: |          |          |              |
| Basic       | 22.98    | 25.18    | 0.2162       |
| Diluted     | 18.38    | 20.63    | 0.1729       |

Net income per share—basic and net income per share—diluted for the years ended March 31, 2018 and 2017 were calculated based on the following information:

|   | Millions of yen |         | Thousands of U.S. dollars |
|---|-----------------|---------|---------------------------|
|   | 2018            | 2017    | 2018                      |
| Net income attributable to owners of parent —basic:   | ¥ 4,281         | ¥ 4,627 | \$ 40,284                 |
| Amounts not attributed to common stock shareholders   | 112             | 118     | 1,053                     |
| O/W, dividends for preferred stock based on the resolution at the Board of Directors' meeting | 56              | 59      | 526                       |
| O/W, interim dividends for preferred stock  | 56              | 59      | 526                       |
| Net income attributable to common stock owners of parent                                      | ¥ 4,169         | ¥ 4,509 | \$ 39,230                 |
| Average outstanding number of shares of common stock (Unit: thousand shares)                  | 181,381         | 179,054 |                           |
| Net income attributable to owners of parent —diluted:   |                 |         |                           |
| Adjustments to net income attributable to owners of parent                                    | ¥ 112           | ¥ 118   | \$ 1,053                  |
| O/W, dividends for preferred stock class B  | 112             | 118     | 1,053                     |
| Increase in number of shares of common stock (Unit: thousand shares)                          | 51,546          | 45,248  |                           |
| O/W, preferred stock class B  | 51,546          | 45,248  |                           |

Net assets per share at March 31, 2018 and 2017 were calculated based on the following information:

|   | Millions of yen |           | Thousands of U.S. dollars |
|---|-----------------|-----------|---------------------------|
|   | 2018            | 2017      | 2018                      |
| Total net assets  | ¥ 115,756       | ¥ 111,937 | \$1,089,263               |
| Amounts deducted from total net assets:   |                 |           |                           |
| O/W, payment for preferred stock  | (10,307)        | (10,224)  | (96,988)                  |
| O/W, dividends for preferred stock  | (10,000)        | (10,000)  | (94,099)                  |
| O/W, non-controlling interests  | (56)            | (59)      | (526)                     |
| O/W, non-controlling interests  | (250)           | (165)     | (2,352)                   |
| Net assets attributable to common stock as of March 31, 2018 and 2017   | ¥ 105,449       | ¥ 101,712 | \$ 992,274                |
| Number of shares of common stock as of March 31, 2018 and 2017 used to calculate net assets per share (Unit: thousand shares) | 181,396         | 181,379   |                           |

## 26. Subsequent Events

None to report.

**27. Non-Consolidated Financial Statements of Shonai and Hokuto as of March 31, 2018 and 2017 and for the Years Then Ended**

**The Shonai Bank, Ltd.**

**Non-Consolidated Balance Sheets  
March 31, 2018 and 2017**

|   | Millions of yen    |                    | Thousands of         |
|---|--------------------|--------------------|----------------------|
|   | 2018               | 2017               | U.S. dollars<br>2018 |
| Assets:   |                    |                    |                      |
| Cash and due from banks                               | ¥ 58,652           | ¥ 47,278           | \$ 551,914           |
| Monetary claims bought                                | 1,923              | 1,725              | 18,095               |
| Trading account securities                            | 284                | 43                 | 2,672                |
| Money held in trust                                   | 10,500             | 7,606              | 98,804               |
| Securities  | 381,800            | 472,001            | 3,592,735            |
| Loans and bills discounted                            | 940,744            | 965,197            | 8,852,394            |
| Foreign exchange assets                               | 1,455              | 1,172              | 13,691               |
| Tangible fixed assets:                                |                    |                    |                      |
| Buildings   | 10,066             | 5,397              | 94,720               |
| Land  | 6,466              | 6,708              | 60,845               |
| Lease assets  | 5                  | 19                 | 47                   |
| Construction in progress                              | 41                 | 3,839              | 385                  |
| Other tangible fixed assets                           | 1,609              | 1,659              | 15,140               |
| Intangible fixed assets:                              |                    |                    |                      |
| Software  | 654                | 887                | 6,154                |
| Other intangible fixed assets                         | 68                 | 69                 | 639                  |
| Customers' liabilities for acceptances and guarantees | 6,543              | 6,606              | 61,569               |
| Prepaid pension cost                                  | -                  | 17                 | -                    |
| Other assets  | 23,495             | 7,594              | 221,087              |
| Allowance for loan losses                             | (7,075)            | (7,067)            | (66,575)             |
| Total assets  | <u>¥ 1,437,236</u> | <u>¥ 1,520,756</u> | <u>\$ 13,524,381</u> |

(Continued)

**The Shonai Bank, Ltd.**

**Non-Consolidated Balance Sheets**  
**March 31, 2018 and 2017**

|  | Millions of yen    |                    | Thousands of<br>U.S. dollars |
|--|--------------------|--------------------|------------------------------|
|  | 2018               | 2017               | 2018                         |
| Liabilities:                                     |                    |                    |                              |
| Deposits   | ¥ 1,224,322        | ¥ 1,213,987        | \$ 11,520,861                |
| Negotiable certificates of deposit               | 67,796             | 111,465            | 637,959                      |
| Payables under securities lending transactions   | 47,118             | 88,391             | 443,380                      |
| Borrowed money                                   | 15,100             | 16,400             | 142,090                      |
| Foreign exchange liabilities                     | 0                  | 33                 | 0                            |
| Bonds payable                                    | -                  | 5,000              | -                            |
| Provision for retirement benefits                | 1,396              | 1,294              | 13,136                       |
| Provision for reimbursement of deposits          | 254                | 122                | 2,390                        |
| Provision for contingent loss                    | 277                | 225                | 2,606                        |
| Deferred tax liabilities                         | 4,048              | 3,639              | 38,091                       |
| Deferred tax liabilities for land revaluation    | 502                | 536                | 4,723                        |
| Acceptances and guarantees                       | 6,543              | 6,606              | 61,569                       |
| Other liabilities                                | 3,281              | 8,021              | 30,874                       |
| Total liabilities                                | <u>¥ 1,370,642</u> | <u>¥ 1,455,723</u> | <u>\$ 12,897,732</u>         |
| Net assets:                                      |                    |                    |                              |
| Common stock                                     | 8,500              | 8,500              | 79,984                       |
| Capital surplus                                  | 20,308             | 20,308             | 191,098                      |
| Retained earnings                                | 23,339             | 22,467             | 219,619                      |
| Total shareholders' equity                       | <u>52,148</u>      | <u>51,276</u>      | <u>490,712</u>               |
| Unrealized gain on available-for-sale securities | 13,355             | 12,629             | 125,670                      |
| Revaluation reserve for land                     | 1,090              | 1,127              | 10,256                       |
| Total valuation and translation adjustments      | <u>14,445</u>      | <u>13,756</u>      | <u>135,927</u>               |
| Total net assets                                 | <u>66,594</u>      | <u>65,033</u>      | <u>626,649</u>               |
| Total liabilities and net assets                 | <u>¥ 1,437,236</u> | <u>¥ 1,520,756</u> | <u>\$ 13,524,381</u>         |

(Concluded)

**The Shonai Bank, Ltd.**

**Non-Consolidated Statements of Income**  
**Years Ended March 31, 2018 and 2017**

|  | Millions of yen |                | Thousands of     |
|--|-----------------|----------------|------------------|
|  | 2018            | 2017           | U.S. dollars     |
|  |                 |                | 2018             |
| Income:  |                 |                |                  |
| Interest income:   |                 |                |                  |
| Interest on loans and discounts                            | ¥ 11,884        | ¥ 12,451       | \$ 111,828       |
| Interest and dividends on securities                       | 7,329           | 6,325          | 68,965           |
| Other  | 21              | 16             | 197              |
| Fees and commissions                                       | 4,015           | 4,141          | 37,781           |
| Other operating income                                     | 833             | 2,378          | 7,838            |
| Other income   | 2,101           | 1,263          | 19,770           |
| Total income   | <u>26,186</u>   | <u>26,577</u>  | <u>246,410</u>   |
| Expenses:  |                 |                |                  |
| Interest expenses:   |                 |                |                  |
| Interest on deposits                                       | 926             | 1,407          | 8,713            |
| Interest on negotiable certificates of deposit             | 33              | 70             | 310              |
| Interest on payables under securities lending transactions | 194             | 293            | 1,825            |
| Interest on borrowings and rediscounts                     | 73              | 76             | 686              |
| Interest on bonds payable                                  | 44              | 134            | 414              |
| Other  | 2               | 3              | 18               |
| Fees and commissions                                       | 2,370           | 2,385          | 22,301           |
| Other operating expenses                                   | 3,052           | 2,837          | 28,719           |
| General and administrative expenses                        | 14,953          | 14,611         | 140,707          |
| Other expenses   | 1,981           | 2,333          | 18,641           |
| Total expenses   | <u>23,633</u>   | <u>24,153</u>  | <u>222,386</u>   |
| Income before income taxes                                 | <u>2,552</u>    | <u>2,423</u>   | <u>24,014</u>    |
| Income taxes:  |                 |                |                  |
| Current  | 1,119           | 872            | 10,529           |
| Deferred   | 53              | (416)          | 498              |
| Total income taxes   | <u>1,172</u>    | <u>455</u>     | <u>11,028</u>    |
| Net income   | <u>¥ 1,379</u>  | <u>¥ 1,968</u> | <u>\$ 12,976</u> |

**The Hokuto Bank, Ltd.**

**Non-Consolidated Balance Sheets**  
**March 31, 2018 and 2017**

|   | Millions of yen    |                    | Thousands of         |
|---|--------------------|--------------------|----------------------|
|   | 2018               | 2017               | U.S. dollars         |
| Assets:   |                    |                    | 2018                 |
| Cash and due from banks                               | ¥ 97,506           | ¥ 29,947           | \$ 917,530           |
| Monetary claims bought                                | 964                | 906                | 9,071                |
| Trading account securities                            | 18                 | 661                | 169                  |
| Money held in trust                                   | 3,502              | 2,000              | 32,953               |
| Securities  | 362,754            | 465,346            | 3,413,512            |
| Loans and bills discounted                            | 811,973            | 811,103            | 7,640,660            |
| Foreign exchange assets                               | 689                | 883                | 6,483                |
| Tangible fixed assets:                                |                    |                    |                      |
| Buildings   | 5,329              | 5,369              | 50,145               |
| Land  | 7,802              | 8,343              | 73,416               |
| Lease assets  | 1                  | 5                  | 9                    |
| Other tangible fixed assets                           | 681                | 802                | 6,408                |
| Intangible fixed assets:                              |                    |                    |                      |
| Software  | 812                | 1,425              | 7,640                |
| Other intangible fixed assets                         | 62                 | 62                 | 583                  |
| Prepaid pension cost                                  | 561                | 834                | 5,279                |
| Deferred tax assets                                   | 1,345              | 1,341              | 12,656               |
| Customers' liabilities for acceptances and guarantees | 15,490             | 15,213             | 145,760              |
| Other assets  | 36,727             | 8,726              | 345,600              |
| Allowance for loan losses                             | (5,303)            | (7,054)            | (49,901)             |
| Total assets  | <u>¥ 1,340,922</u> | <u>¥ 1,345,920</u> | <u>\$ 12,618,067</u> |

(Continued)

**The Hokuto Bank, Ltd.**

**Non-Consolidated Balance Sheets**  
**March 31, 2018 and 2017**

|  | Millions of yen    |                    | Thousands of        |
|--|--------------------|--------------------|---------------------|
|  | 2018               | 2017               | U.S. dollars        |
|  |                    |                    | 2018                |
| Liabilities:                                     |                    |                    |                     |
| Deposits   | ¥ 1,209,429        | ¥ 1,182,344        | \$11,380,718        |
| Negotiable certificates of deposit               | 36,347             | 35,230             | 342,025             |
| Payables under securities lending transactions   | 13,659             | 41,398             | 128,531             |
| Borrowed money                                   | 2,500              | 5,000              | 23,524              |
| Foreign exchange liabilities                     | 51                 | 3                  | 479                 |
| Provision for reimbursement of deposits          | 508                | 525                | 4,780               |
| Provision for contingent loss                    | 142                | 119                | 1,336               |
| Deferred tax liabilities for land revaluation    | 1,060              | 1,217              | 9,974               |
| Acceptances and guarantees                       | 15,490             | 15,213             | 145,760             |
| Other liabilities                                | 3,624              | 7,629              | 34,101              |
| <b>Total liabilities</b>                         | <b>1,282,813</b>   | <b>1,288,680</b>   | <b>12,071,261</b>   |
| Net assets:                                      |                    |                    |                     |
| Common stock                                     | 12,500             | 12,500             | 117,624             |
| Capital surplus                                  | 19,999             | 19,999             | 188,190             |
| Retained earnings                                | 17,661             | 16,146             | 166,189             |
| Total shareholders' equity                       | 50,161             | 48,646             | 472,014             |
| Unrealized gain on available-for-sale securities | 5,779              | 6,065              | 54,380              |
| Revaluation reserve for land                     | 2,168              | 2,528              | 20,400              |
| Total valuation and translation adjustments      | 7,947              | 8,594              | 74,781              |
| <b>Total net assets</b>                          | <b>58,108</b>      | <b>57,240</b>      | <b>546,795</b>      |
| <b>Total liabilities and net assets</b>          | <b>¥ 1,340,922</b> | <b>¥ 1,345,920</b> | <b>\$12,618,067</b> |

(Concluded)

**The Hokuto Bank, Ltd.**

**Non-Consolidated Statements of Income**  
**Years Ended March 31, 2018 and 2017**

|  | Millions of yen |                | Thousands of     |
|--|-----------------|----------------|------------------|
|  | 2018            | 2017           | U.S. dollars     |
|  |                 |                | 2018             |
| Income:  |                 |                |                  |
| Interest income:   |                 |                |                  |
| Interest on loans and discounts                            | ¥ 10,345        | ¥ 10,724       | \$ 97,346        |
| Interest and dividends on securities                       | 5,420           | 5,318          | 51,002           |
| Other  | 13              | 10             | 122              |
| Fees and commissions                                       | 3,870           | 3,854          | 36,416           |
| Other operating income                                     | 1,552           | 2,396          | 14,604           |
| Other income   | 1,807           | 1,603          | 17,003           |
| Total income   | <u>23,009</u>   | <u>23,909</u>  | <u>216,514</u>   |
| Expenses:  |                 |                |                  |
| Interest expenses:   |                 |                |                  |
| Interest on deposits                                       | 543             | 622            | 5,109            |
| Interest on negotiable certificates of deposit             | 15              | 27             | 141              |
| Interest on payables under securities lending transactions | 407             | 509            | 3,829            |
| Interest on borrowings and rediscounts                     | 58              | 104            | 545              |
| Other  | 0               | 0              | 0                |
| Fees and commissions                                       | 1,675           | 1,559          | 15,761           |
| Other operating expenses                                   | 2,722           | 2,062          | 25,614           |
| General and administrative expenses                        | 14,131          | 14,462         | 132,972          |
| Other expenses   | 1,326           | 1,957          | 12,477           |
| Total expenses   | <u>20,881</u>   | <u>21,305</u>  | <u>196,490</u>   |
| Income before income taxes                                 | <u>2,127</u>    | <u>2,603</u>   | <u>20,015</u>    |
| Income taxes:  |                 |                |                  |
| Current  | 348             | 276            | 3,274            |
| Deferred   | (35)            | 258            | (329)            |
| Total income taxes   | <u>312</u>      | <u>534</u>     | <u>2,935</u>     |
| Net income   | <u>¥ 1,815</u>  | <u>¥ 2,069</u> | <u>\$ 17,079</u> |